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**WORLD DIRECTORY
OF
SEAFOOD IMPORTERS**

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Canada

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Department of Foreign Affairs
and International Trade



Ministère des Affaires étrangères
et du Commerce international

Sectoral Liaison Secretariat
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

April 1994

Dear Sir/Madam:

The enclosed **WORLD DIRECTORY OF SEAFOOD IMPORTERS 1994**, is produced by the Trade Planning and Operations Bureau, Sectoral Liaison Secretariat (TOSA) as a sourcing tool for Canadian Exporters of fish and seafood products. Based on the contributions of Trade Commissioners and Commercial Officers at Canadian Trade Offices abroad, the directory contains information on more than 80 countries or regional markets and over 1770 different importers from around the world.

The publication is also available in french as well as in 3½" IBM PC based diskette format. The diskette format allows the user to download information into PC based files, directly to a printer or into a label format.

Copies of this publication as well as other similar material may be obtained from:

The Department of Foreign Affairs and International Trade
InfoCentre
Telephone: 1-800-267-8376
Facsimile: (613) 996-9709

The **WORLD DIRECTORY OF SEAFOOD IMPORTERS 1994** has been distributed to all companies listed in the 1993 edition of **CANADIAN FISH AND SEAFOOD EXPORTERS SOURCING GUIDE**, (produced by TOSA), as well as all ITCs, appropriate trade associations, provincial governments, selected posts abroad and within The Department of Foreign Affairs and International Trade.

We trust that recipients will find this publication of use and we invite their comments on the substance and format, addressed to the undersigned.

Yours Sincerely,

Martin Foubert
Trade Commissioner
Sectoral Liaison Secretariat (TOSA)

Telephone: (613) 995-1713
Facsimile: (613) 943-1103



Secrétariat de la liaison sectorielle
125, promenade Sussex
Ottawa (Ontario)
K1A 0G2

Avril 1994

Monsieur, Madame,

Le **RÉPERTOIRE MONDIAL DES IMPORTATEURS DE POISSONS ET DE FRUITS DE MER 1994** ci-joint a été produit par le Secrétariat de la liaison sectorielle (TOSA) de la Direction générale de la planification commerciale et des opérations pour aider les exportateurs canadiens de ces produits à se trouver des acheteurs. Le Répertoire, préparé grâce aux contributions des délégués et agents commerciaux du Canada à l'étranger, contient de l'information sur plus de 80 marchés nationaux ou régionaux et sur plus de 1 770 importateurs étrangers.

La publication est aussi offerte en anglais et sur disquette IBM PC 3½". Le format de la disquette permet à l'utilisateur de copier l'information sur son ordinateur personnel, de l'envoyer directement à l'imprimante ou de la transférer dans des fichiers avec labels.

Des exemplaires du Répertoire et d'autres publications similaires peuvent être obtenus du :

Ministère des Affaires étrangères et du Commerce international
InfoCentre
Téléphone : 1-800-267-8376
Télécopieur : (613) 996-9709

Le **RÉPERTOIRE MONDIAL DES IMPORTATEURS DE POISSONS ET DE FRUITS DE MER 1994** a été envoyé à toutes les sociétés listées dans la version 1993 du **RÉPERTOIRE DES EXPORTATEURS CANADIENS DE POISSONS ET DE FRUITS DE MER** (produit par TOSA), ainsi qu'à tous les CCI, aux associations commerciales concernées, aux gouvernements provinciaux, à certaines missions à l'étranger et à certains services du ministère des Affaires étrangères et du Commerce international.

Nous avons confiance que les destinataires trouveront cette publication utile, et nous les invitons à transmettre au soussigné leurs observations sur le contenu et la présentation du rapport.

Veuillez agréer, Monsieur ou Madame, l'expression de mes sentiments les meilleurs.

Téléphone : (613) 995-1713
Télécopieur : (613) 943-1103

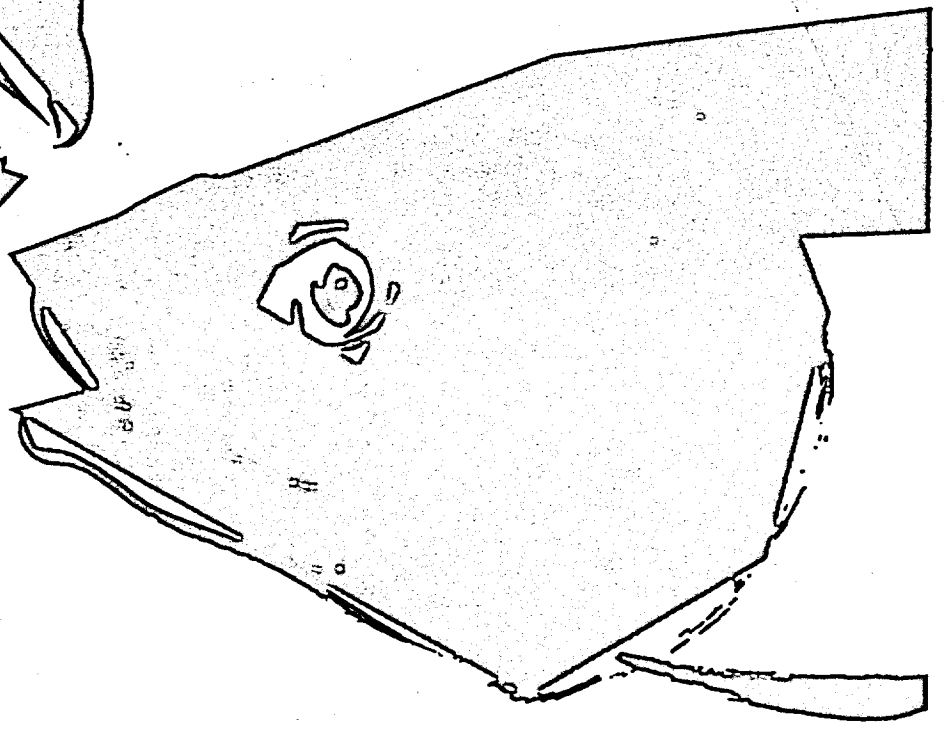
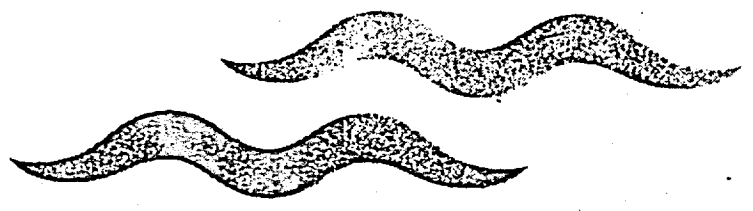
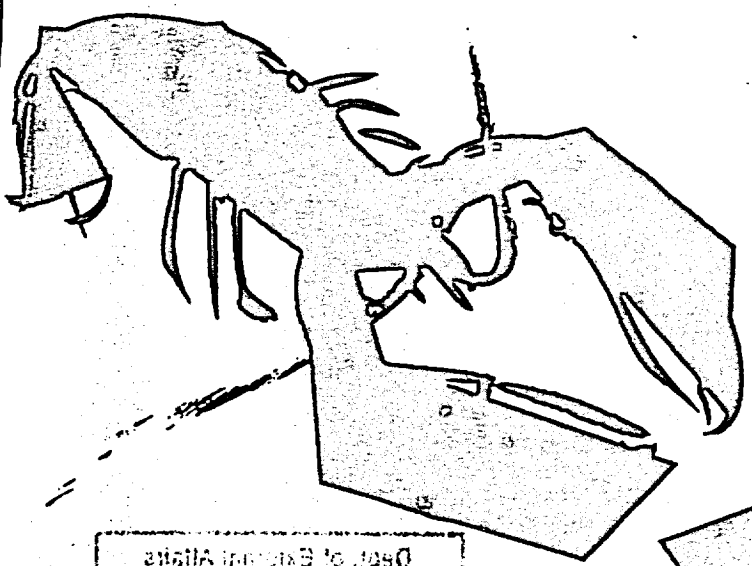
Délégué commercial
Secrétariat de la liaison sectorielle (TOSA)

Martin Foubert

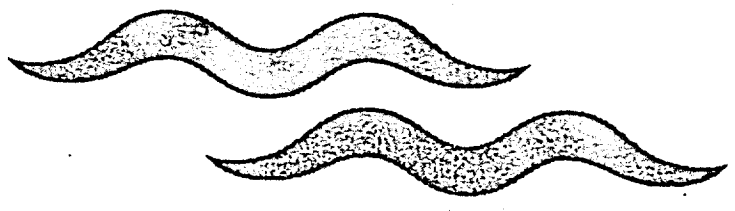
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WORLD DIRECTORY OF SEAFOOD IMPORTERS

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DEPT. OF ENVIRONMENTAL AFFAIRS
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FOR THE PROTECTION OF WILDLIFE
AND PLANTS



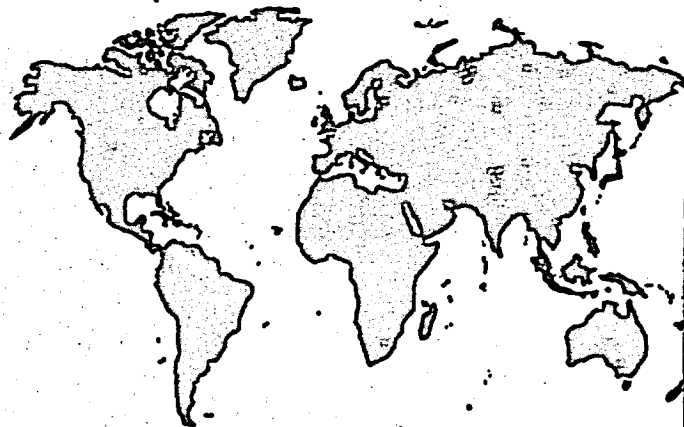
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ADDENDUM

WORLD DIRECTORY

OF

SEAFOOD IMPORTERS



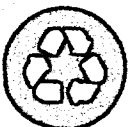
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DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE
SECTORAL LIAISON SECRETARIAT (TOSA)

125 Sussex Drive
Ottawa, Canada K1A 0G2
Tel: (613) 995-1712
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April 1994

ATLANTIC FISHERIES
ADMINISTRATION PROGRAM



PROGRAMME D'ADMINISTRATION DES
PÊCHES DE L'ATLANTIQUE

JAMAICA

The domestic marine fishing industry in Jamaica is characterized by a widening gap between demand and supply. Demand for marine seafood products continues to increase dramatically in Jamaica while the domestic supply of seafood products is in decline. Even a domestic catch of 10,300 metric tons of marine and inland fish in 1993 was not sufficient to meet demand in Jamaica. It has been estimated that local production provided about half of all fish consumed on the island. Tropical reef fish such as the large Red Snapper and Grouper have virtually disappeared from Jamaican waters. Resources such as shark and certain pelagic species (tunas, dolphins) are under-utilized and every effort is being made to explore these species for domestic consumption as well as export.

The declines are primarily due to over-exploitation of the resources. The reclamation of mangrove swamps for tourism and other development has contributed to the problem. The mangroves were important nursery grounds for lobster, fish and conch. In addition, destructive fishing practices and poaching by foreign fishing vessels with highly sophisticated equipment have contributed to the declining marine resources in Jamaica.

The Jamaican fishing industry provides employment for some 12,000 fishermen operating a fleet consisting of approximately 7,000 vessels from the island's 184 beaches. The major fishing grounds are the island shelf and its nine proximal banks which have a total area of 4,170 sq.km and Pedro Bank which has an area of 7,900 sq.km. The majority of fishermen operate from South Coast beaches, mainly fishing the shelf area about 20 miles offshore.

There are concerns within the Jamaican fishing industry that if current practices are not changed, then the marine fishing industry may disappear. To this end, a marine area known as the "Exclusive Economic Zone (EEZ)" increasing its territorial waters from 12 miles to 200 miles. This new piece of legislation gives the Jamaican Government rights and jurisdiction over the Zone and therefore has sovereign rights in respect of exploration, exploitation and conservation among other things.

The Jamaican Government has actively encouraged the development of an inland aquaculture fishing sector. Over the last decade, production has increased dramatically as the products have gained widespread acceptance and fish farming has proved to be a very lucrative enterprise. Today there are over 650 pond acres of commercial fish farms in Jamaica, which grow mainly silver perch, although there is a growing interest in other species of fish.

Previously, only the Jamaica Commodity Trading Company Limited (JCTC) could import salted fish and sardines, since these commodities were subsidized by the Jamaican Government. With the removal of subsidies on salted fish, the Government deregulated the market for salted fish and the private sector can now import the fish directly and not purchase directly from the JCTC. In 1992, imports of fish and fish products totalled approximately US\$22.7 million.

The main species imported by Jamaica are cod, mackerel, herring, alewives, shrimp, sardines, snapper, shark, croaker, grouper and sea trout. The Jamaican market for fish and fish products is substantially large and has not decreased despite recent initiatives to upgrade and develop a viable local fishing industry. Salted fish, herring and mackerel have good potential as exports to this market, due to the fact that these species satisfy the means of the low-income earners diet. Salted fish is especially important because it is one of the main ingredients in Jamaica's national dish.

B-MARTS CORPORATION LIMITED
46 Trinidad Terrace
Kingston 5, Jamaica
Tel:(809) 929-6776
Fax:(809) 929-7394
Contact: Richard Burgher
Product: seafood

CEE FOODS LIMITED
5 Third Street, Newport West
Kingston 11, Jamaica
Tel:(809) 923-7199
Fax:(809) 923-6202
Contact: Selvin Campbell
Product: seafood

CHAS E. RAMSON LIMITED
449 Spanish Town Road
Kingston 11, Jamaica
Tel:(809) 923-5051
Fax:(809) 923-5055
Contact: Raymond Silvera
Product: seafood

GRACE KENNEDY & COMPANY LTD
64 Harbour Street
Kingston, Jamaica
Tel:(809) 922-3440
Fax:(809) 922-7567
Contact: Willie Harrison
Product: seafood

J.H.G. MAPP (SUCCS) LIMITED
2a East Avenue
Kingston 13, Jamaica
Tel:(809) 923-8846
Fax:(809) 923-5092
Contact: Ronnie Chin Loy
Product: seafood

MUSSONS JAMAICA LIMITED
178 Spanish Town Road
Kingston 11, Jamaica
Tel:(809) 923-8922
Fax:(809) 923-8903
Contact: Desmond Blades
Product: seafood

Canadian High Commission
30-36 Knutsford Boulevard
P.O. Box 1500,
Kingston 10,
Jamaica, W.I.
Tel:(809) 926-1500
Fax:(809) 926-1702
Contact: Ms. Yasmin M. Chong

FACEY COMMODITY COMPANY LTD
61 Newport Boulevard
Kingston 13, Jamaica
Tel:(809) 923-9221
Fax:(809) 923-9322
Contact: Ms. Sharon Vermont
Product: seafood

FISH IMPORTERS LIMITED
54 Church Street
Kingston, Jamaica
Tel:(809) 922-4945
Fax:(809) 922-4553
Contact: L.R. Clunies
Product: seafood

NEWPORT FISH & MEATS
Newport East
Kingston 15, Jamaica
Tel:(809) 967-1046
Fax:(809) 967-3526
Contact: Mrs. P. Hutchinson
Product: seafood

T. GEDDES GRANT (DIST) LTD.
109 Marcus Garvey Drive
Kingston 11, Jamaica
Tel:(809) 923-7117
Fax:(809) 923-7137
Contact: John Mahfood
Product: seafood

WISYNCO TRADING (FISHERIES)
3A Port Royal Street
Kingston, Jamaica
Tel:(809) 967-2793
Fax:(809) 922-9683
Contact: Gerald Mahfood
Product: seafood

**DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE
GEOGRAPHIC TRADE DIVISIONS**

If you are seeking advice and information about a specific area or country, Trade Commissioners in the *Geographic Trade Divisions* are available to assist you. They are located at 125 Sussex Drive, Ottawa, Ontario, K1A 0G2.

AFRICA AND MIDDLE EAST TRADE DEVELOPMENT DIVISION (GBT) Tel:(613) 944-6593; Fax:(613) 944-7431/7
Algeria, Angola, Benin, Botswana, Burkina-Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comores, Congo, Côte d'Ivoire, Djibouti, Ethiopia, Equatorial Guinea, Gabon, Gambia, Ghana, Guinea, Guineau-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Principe, Rwanda, Sao Tomé, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Zaire, Zambia, Zimbabwe, Bahrain, Egypt, Iran, Iraq, Israel, Jordan, Lebanon, Libya, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates, Yemen

WESTERN EUROPE TRADE, INVESTMENT AND TECH. DIVISION (RWT) Tel:(613) 995-9401; Fax:(613) 995-6319
Austria, Belgium, Cyprus, Denmark (incl. Greenland), Finland, France, Germany, Greece, Iceland, Ireland, Italy, Luxembourg, Malta, The Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, United Kingdom

ASIA PACIFIC SOUTH TRADE DEVELOPMENT DIVISION (PST) Tel:(613) 996-0917; Fax:(613) 996-1248
Afghanistan, Australia, Bangladesh, Bhutan, Brunei, India, Indonesia, Malaysia, Myanmar, Nepal, New Zealand, Philippines, Singapore, South Pacific Islands, Sri Lanka, Thailand

LATIN AMERICA AND CARIBBEAN TRADE DIVISION (LGT) Tel:(613) 996-5546; Fax:(613) 943-8806
Argentina, Bermuda, Bolivia, Brazil, Chile, Colombia, Commonwealth Caribbean, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, French West Indies, Guatemala, Haiti, Honduras, Mexico, Netherlands Antilles, Nicaragua, Panama, Paraguay, Peru, Puerto Rico, Uruguay, Venezuela

UNITED STATES TRADE AND INVESTMENT DEVELOPMENT DIVISION (UTI) Tel:(613) 944-5849; Fax:(613) 944-9119
Chicago, Cincinnati, Cleveland, Dayton, Denver, Detroit, El Segundo, Los Angeles, Minneapolis, Pittsburgh, San Diego, San Francisco, Santa Clara, Seattle, St. Louis

UNITED STATES TRADE AND TOURISM DEVELOPMENT DIVISION (UTO) Tel:(613) 944-7343; Fax:(613) 944-9119
Atlanta, Buffalo, Boston, Dallas, Houston, Miami, New York, Orlando, Philadelphia, Princeton, San Juan, Washington

CENTRAL AND EASTERN EUROPE TRADE DEVELOPMENT DIVISION (RBT) Tel:(613) 996-2858; Fax:(613) 995-8783
Albania, Bulgaria, C.I.S., Czech Republic, Hungary, Mongolia, Poland, Romania, Slovakia, Yugoslavia

EAST ASIA TRADE DIVISION (PNC) Tel:(613) 992-7359; Fax:(613) 943-1068
China, Hong Kong, Indochina, South Korea, Taiwan

JAPAN TRADE DEVELOPMENT DIVISION (PNJ) Tel:(613) 995-1281; Fax:(613) 943-8286

INTERNATIONAL TRADE CENTRES

The Department of Foreign Affairs and International Trade and Industry Canada established International Trade Centres (ITCs) across Canada to assist first-time and experienced exporters by providing export publications, recruiting participants for trade fairs and missions, providing a wide range of services to companies seeking export counselling, technology transfer or joint ventures with foreign investors. Co-located with the regional offices of Industry Canada (IC), the centres operate under the guidance of DFAIT and all have resident Trade Commissions.

For further information exporters are encouraged to contact the ITC nearest you. Export counselling is also available through the Department of Foreign Affairs and International Trade's *InfoCentre* in Ottawa which can be reached toll free at 1-800-267-8376; local callers: 944-4000.

NEWFOUNDLAND

International Trade Centre
215 Water Street, Suite 504,
P.O. Box 8950,
St. John's, Newfoundland
A1B 3R9
Tel:(709) 772-5511
Fax:(709) 772-2373

NEW BRUNSWICK

International Trade Centre
P.O.Box 1210,
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
Tel:(506) 851-6452
Fax:(506) 851-6429

MANITOBA

International Trade Centre
P.O.Box 981,
330 Portage Avenue, 8th Floor,
Winnipeg, Manitoba
R3C 2V2
Tel:(204) 983-4099
Fax:(204) 983-2187

P.E.I.

International Trade Centre
P.O.Box 1115,
Confederation Court Mall
134 Kent Street, Suite 400,
Charlottetown, P.E.I.
C1A 7M8
Tel:(902) 566-7400
Fax:(902) 566-7450

QUEBEC

International Trade Centre
P.O.Box 247,
Stock Exchange Tower
800 Place Victoria,
Suite 3800,
Montreal, Quebec
H4Z 1E8
Tel:(514) 283-8185
Fax:(514) 283-8794

SASKATCHEWAN

International Trade Centre
The S.H. Cohen Building
#119-4th Avenue South,
4th Floor,
Saskatoon, Saskatchewan
S7K 5X2
Tel:(306) 975-5315
Fax:(306) 975-5334

BRITISH COLUMBIA

International Trade Centre
P.O.Box 11610,
900-650 West Georgia Street
Vancouver, British Columbia
V6B 5H8
Tel:(604) 666-0434
Fax:(604) 666-8330

NOVA SCOTIA

International Trade Centre
P.O.Box 940, Station "M",
1801 Hollis Street
Halifax, Nova Scotia
B3J 2V9
Tel:(902) 426-7540
Fax:(902) 426-2624

ONTARIO

International Trade Centre
Dominion Public Building,
4th Floor,
One Front Street West
Toronto, Ontario
M5J 1A4
Tel:(416) 973-5053
Fax:(416) 973-8161

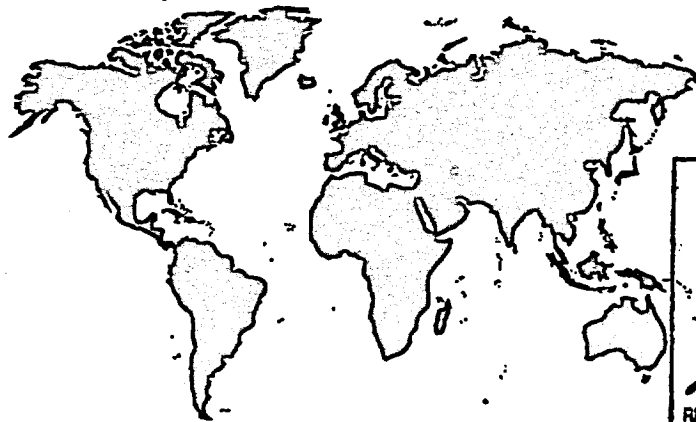
ALBERTA

Edmonton
International Trade Centre
Room 540, Canada Place
9700 Jasper Avenue
Edmonton, Alberta
T5J 4C3
Tel:(403) 495-2944
Fax:(403) 495-4507

Calgary

International Trade Centre
Suite 1100,
510-5th Street S.W.,
Calgary, Alberta
T2P 3S2
Tel:(403) 292-6660
Fax:(403) 292-4578

**WORLD DIRECTORY
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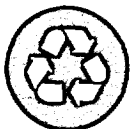
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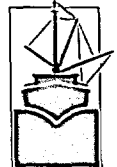
**DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE
SECTORAL LIAISON SECRETARIAT (TOSA)**

125 Sussex Drive
Ottawa, Canada K1A 0G2
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April 1994

ATLANTIC FISHERIES
ADJUSTMENT PROGRAM



PROGRAMME D'ADAPTATION DES
PÊCHES DE L'ATLANTIQUE

NOTICE TO READERS

This "*World Directory of Seafood Importers*" is based on the contributions of Trade Commissioners and Commercial Officers at Canadian Trade Offices abroad. The directory contains information on more than 80 countries or regional markets. The Directory is organized alphabetically by country chapters. Each chapter has three components: (1) a short market profile, (2) a list of seafood buyers, and (3) the name of a contact at a Trade Office who can assist you with your marketing efforts.

Buyers listed in this Directory are generally known to Canadian Trade Offices. *However, it is the sole responsibility of individual Canadian exporters to check the commercial standing of any firms with which commercial arrangements are being contemplated or entered.* Canadian exporters are encouraged to contact individual Trade Offices for guidance on the commercial practices in each country and to identify procedures for checking business references, including credit references.

The Directory is intended to serve a variety of needs. For fish processors and exporters, the Directory provides the essential database required for developing your export marketing strategies. In distributing corporate newsletters and promotional materials, firms can increase their impact and generate business more effectively by concentrating on the lists of buyers provided. When visiting markets or planning to attend foreign trade shows, firms may increase the effectiveness of their participation by contacting buyers prior to events and arranging business meetings well ahead of time. Canadian Trade Offices abroad are usually able to identify additional or alternative commercial contacts to meet the special needs of Canadian exporters.

For industry and export associations, the Directory provides an overview of the pattern of world markets of interest to Canada. In targeting generic promotional newsletters, the Directory should provide a handy distribution list with which to get started. Remember, Trade Commissioners at home and abroad frequently are able to provide more detailed information on the markets of special interest. In addition, Canadian fish and seafood exporters regularly receive from the *Sectoral Liaison Secretariat (TOSA)* such publications as the Global Market Opportunities Reviews and Country Guidelines for Canadian Fish Exporters.

It is a good idea to inform the Trade Commissioner in each of your foreign markets of your export activities, as they may be able to advise you on avoiding pitfalls and emerging opportunities. You should provide your Trade Commissioner, in advance, with:

- * a summary of your company's activities
- * your previous export experience
- * precise descriptions of your product or service
- * the main selling features of your product or service
- * the type of distributor or representative you want
- * your tentative travel schedule
- * requests for introductions to or appointments with potential agents and/or buyers
- * 5 to 10 copies of your sales brochures

Your Trade Commissioner will help you determine:

- * *whether your product or service can be imported into the market*
- * *the normal distribution channels for your product or service*
- * *whether there is local or imported competition*
- * *the buying practices in the market*
- * *the kind and quality of market support services available (banking, shipping etc.)*
- * *import policies and restrictions*
- * *how to quote in the market*
- * *social, cultural, business, market and political conditions affecting sales*

When your marketing plans are completed and the Trade Commissioner has been informed of your intentions, he or she can help you market your product by:

- * *canvassing/recommending representatives on the basis of their interest in your product or service (You are well advised to seek the Trade Commissioner's advice before appointing agents. Local laws differ from Canadian practice and changing an unsatisfactory agent in some countries can be difficult, costly and sometimes even impossible.)*
- * *recommending translation, legal, advertising and other support services*
- * *arranging meetings for future business trips*
- * *providing on-the-spot information on duties, taxes and foreign exchange matters, and helping you solve problems in these areas*
- * *helping you determine why an account is overdue and, if necessary, advising you on proper procedures for settlement*
- * *maintaining contact with your agent and providing him or her with support and encouragement*

If you find this Directory helpful to your activities, please let us know. If you have suggestions for changes which could improve the Directory's usefulness, please let us know, either through the International Trade Centres (ITC's), or directly through one of the Geographic Trade Divisions, or the Sectoral Liaison Secretariat at the Department of Foreign Affairs and International Trade.

Drafting and logistical services provided by Gary G. Smith of *INFI-GAR Economic Services*.

Information contained in this guide will also be available on a 3.5" diskette which can be obtained from the Canadian Trade Offices or *InfoCentre* in Ottawa, by calling 1-800-267-8376; Fax:(613) 996-9709.



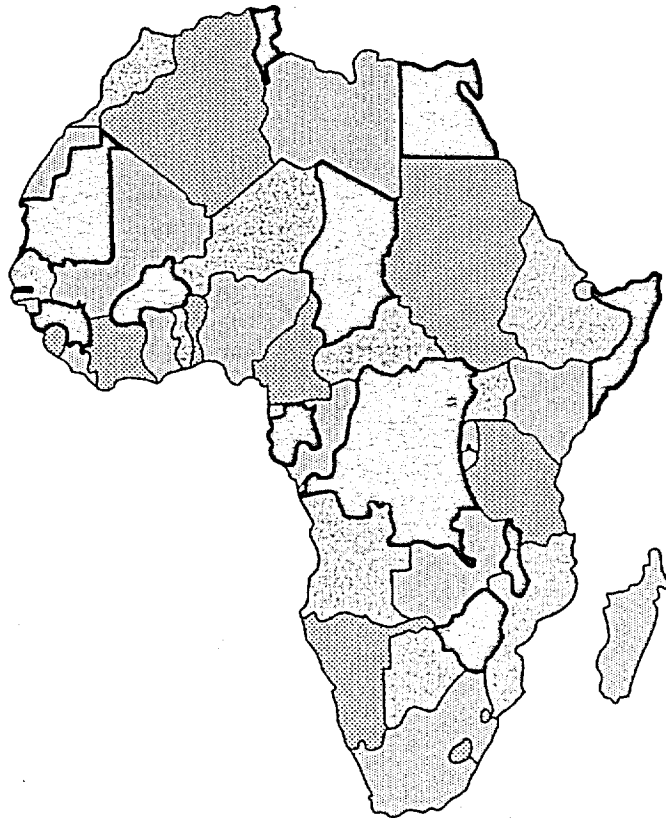
Martin Foubert
Trade Commissioner
Sectoral Liaison Secretariat (TOSA)

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AFRICA



CAMEROON

The Cameroonian fishing industry has three sectors: the continental fishery, the coastal fishery, and the high seas fishery. It includes trawlers, motorized dugouts and line fishermen. The fleet has 55 trawlers, one factory freezer with a capacity of 150 tonnes per day, and one 4,500-tonne refrigerated storage depot. The bulk of production, about 13,000 tonnes, is from the coastal fishery, which is becoming increasingly industrialized. Small ships are constantly plying the country's 300 km of coastline. Douala, Limbe, Kribi and Tiko are the main fishing ports. Of the shrimp, 90% is exported to France, the Netherlands, Belgium, Italy and the rest of the world. Ten percent is sold on the domestic market, to hotels, supermarkets and restaurants. Other species include sole, gudgeon, Nile perch, freshwater prawn, cuttlefish, carp and mackerel. The refrigeration facilities fall short of the demand.

The fisheries sector has developed at an irregular rate in recent years, with the result that Crevettes du Cameroun, which was responsible for most of the country's production, has had to close its doors. Total consumption of seafood products rose to more than 150,000 tonnes in 1992. The current import market is estimated at 120,000 tonnes of fish and 1,000 tonnes of shrimp. However, imports at the present time total 100,000 tonnes, a figure not expected to increase in the short term given the recent currency devaluation.

Constante Cameroun
B.P. 1939
Douala, Cameroon
Contact: M. Christian Carlier
Tel:(237) 40.83.86./40.62.56
Fax:(237) 40.05.31
Product: fish, crustaceans, molluscs

Brother Fish
B.P. 15512 Douala
Douala, Cameroon
Contact: M. Kingue Claude
Tel:(237) 42.53.80/42.53.61
Fax:(237) 42.53.94
Product: fish, crustaceans, molluscs

Chalutcam
B.P. 2627
Douala, Cameroon
Contact: M. Atangana
Product: fishmonger, wholesaler

Poissonnerie Populaire Du
Cameroun
B.P. 8147
Douala,
Cameroon
Contact: M. Kouetha
Tel:(237) 42-43-85
Product: fish, seafood

Africa Fish
B.P. 3575
Douala,
Cameroon
Contact: M. Yaya Dahirou
Product: fish, seafood

SCPM
B.P. 5431
Douala,
Cameroon
Product: seafood, canned fish

Ste Dikabo Et Fils
B.P. 586
Douala,
Cameroon
Contact: M. Dikabo
Tel:(237) 42-78-42
Product: fish, seafood

Cotonnec Et Cie
B.P. 883
Douala,
Cameroon
Contact: Directeur General
Tel:(237) 42-27-00
Product: fish, seafood

Unifish Cameroon
B.P. 5609
Douala, Cameroon
Contact: M.J. Pat Ofogba
Product: fish, seafood

CANADIAN EMBASSY
Immeuble Stamatiades,
rue de l'Hôtel de Ville,
P.O. Box 572,
Yaoundé, Republic of Cameroon
Tel:(011-237) 23-02-03/22-18-22
Fax:(011-237) 22-10-90
Contact: Mr. Honore J. Mondomobe

COTÉ D'IVOIRE

As the main source of protein in Côté d'Ivoire (70%), fish is consumed in great quantities by its people--about 20 kg per person yearly in 1990, versus 10 kg in 1960. Fishing is an important sector, providing direct employment to 70,000 people and 7% of the agricultural GDP. Since its continental shelf has relatively little in the way of fish, Côté d'Ivoire imports more than 60% of its seafood requirement. Imports declined by 22.24% in 1992 to a level of 167,004 tonnes, as opposed to 214,770 in 1991 and 200,209 in 1990. Values of imports were C\$120 million in 1992 and C\$170 million in 1991 (C\$1 = 225 CFA francs). The three main import categories are fresh tuna, about 70,000 tonnes per year, coarse fish such as Spanish sardines, horse mackerel, etc., about 135,000 tonnes per year, and mackerel, about 12,000 tonnes per year.

A major industry is built on the processing of imported tuna. Canned tuna, 80% of which is produced by affiliates of the French group Saupiquet and Pêche et Froid, is exported to Europe (57,000 tonnes/year); thus helping the balance of payments in this sector. French interests directly or indirectly control more than half the production. The main sources of imports are Mauritania, 60,000 tonnes per year; France, 30,000 tonnes per year of tuna; Spain, 17,000 tonnes of tuna, and Russia, 17,000 tonnes per year.

Afric Inter Freeze
15 BP 1116 Abidjan 15
Côté d'Ivoire
Tel:(225) 25-14-90
Fax:(225) 25-19-60
Contact: M. Joseph Fontana
Product: fish

Compagnie du Froid Alimentaire
05 BP 844 Abidjan 05
Côté d'Ivoire
Tel:(225) 35-64-88
Fax:(225) 25-39-09
Contact: M. Jean-François Amida
Product: fish

Impromer
07 BP 318 Abidjan 07
Côté d'Ivoire
Tel:(225) 25-79-55/25-45-82
Fax:(225) 25-87-16
Contact: M. Sami Moukarzel
Product: fish, crustaceans

CANADIAN EMBASSY
Immeuble 'Trade-Center',
23, avenue Nogues, Le Plateau
Abidjan, Côte d'Ivoire
Tel:(011-225) 21-20-09
Fax:(011-225) 22-05-30
Contact: Mr. Ousmane Somali

Syndicat National des Armateurs à la
Pêche
01 BP 14 Abidjan 01
Côté d'Ivoire
Tel:(225) 27-79-88
Fax:(225) 25-65-12
Contact: M. Valy Kanaté, Président
Product: fish

Awamer
01 BP 67 Abidjan 01
Côté d'Ivoire
Tel:(225) 25-66-18
Fax:(225) 25-12-47
Contact: Mme Awa BA, Directrice
Product: crustaceans, fish

Pech'azur
01 BP 2550 Abidjan 01
Côté d'Ivoire
Tel:(225) 25-07-20
Fax:(225) 25-12-47
Contact: M. Saliou N'Dione
Product: crustaceans

Sopa/asti
01 BP 2730 Abidjan 01
Côté d'Ivoire
Tel:(225) 25-57-16
Fax:(225) 25-65-12
Contact: M. Tchibanda, Directeur
Product: fish, crustaceans

Scodi
01 BP 677 Abidjan 01
Côté d'Ivoire
Tel:(225) 25-66-74
Fax:(225) 25-07-52
Contact: M. Yvon Riva
Product: tuna

PFCI
(Filliale de Pêche/Froid France)
01 BP 1518 Abidjan 01
Côté d'Ivoire
Tel:(225) 25-75-54
Fax:(225) 25-60-74
Contact: M. Michel Delrue
Product: tuna

CIAP
01 BP 1508 Abidjan 01
Côté d'Ivoire
Tel:(225) 25-24-45
Fax:(225) 25-55-21
Contact: M. J.R. Foquereau
Product: fish

REAL
01 BP 1025 Abidjan 01
Côté d'Ivoire
Tel:(225) 35-02-80
Fax:(225) 35-32-98
Contact: M.D. Pizano
Product: fish products, fish meal

EGYPT

Egypt is a potential long-term market for substantial volumes of non-traditional fish species as well as new product opportunities. Mackerel and herring seem to offer the best opportunities for sales, although there could be possibilities for other species which may be substituted such as ocean perch, true mullets and hake. Some demand for higher valued products such as salmon does exist, but direct access to this luxury market requires aggressive marketing efforts and commitment on the part of Canadian seafood exporters.

Due to a diminishing budget and foreign exchange constraints, public sector imports have dropped significantly and the government is now encouraging greater participation by the private sector. Private importers would welcome offers from Canadian suppliers on a \$US CIF per ton basis. If Canadian exporters wish to pursue these opportunities, the Canadian Embassy will forward full details on technical, general specifications and phytosanitary requirements according to Egyptian law. An industry spokesperson indicated the hardest aspect of exporting seafood to the Egyptian market is the inspection system which can be very demanding on seafood imports.

3MS
Cairo, Egypt
Contact: Mr. Hassan M. Said
Fax: 356-1791
Product: fish, seafood

Edfina
Alexandria, Egypt
Contact: Mr. Adel El Samahy
Product: fish, seafood

El-Naggar Company
Alexandria, Egypt
Contact: Moustafa El-Naggar
Fax: 808993
Product: fish, seafood

CANADIAN EMBASSY
6 Mohamed Fahmy
el Sayed Street, Garden City
Cairo, Republic of Egypt
P.O. Box 1667,
Tel:(011-20-2) 354-3110
Fax:(011-20-2) 356-3548
Contact: Magdy E.S. Ghazal

Gefco Trading Company
Cairo, Egypt
Contact: Mr. Geoffy Bishara
Fax: 392-7549
Product: fish, seafood

Magdy Mandour Est.
Alexandria, Egypt
Contact: Mr. Magdy Mandour
Fax: 381-7115
Product: fish, seafood

Magico Trading/Services
Cairo, Egypt
Contact: Mr. Walid Zaher
Fax: 362-1388
Product: fish, seafood

Mettco
Cairo, Egypt
Contact: Mr. Abdel Meguid
Fax: 392315
Product: fish, seafood

Misr Aswan Fish Process.
Cairo, Egypt
Contact: Dr. Aly Abu Zeid
Product: fish, seafood

Misr Foreign Trade Company
Cairo, Egypt
Contact: Mamdouh El-Masry
Product: fish, seafood

Nordfrost
Cairo,
Egypt
Contact: Mr. Jens Buchow
Fax: 360-5234
Product: fish, seafood

Sakr Enterprises
Alexandria,
Egypt
Contact: Mr. Ashraf Sakr
Fax: 482-3200
Product: fish, seafood

MOROCCO

With some 3,500 km of coastline, Morocco possesses a wealth of fish resources. The benthic species constitutes an important element of marine fish production. It consists primarily of white fish (hake, bream, capelin, umbrina, gurnard), cephalopods (poult, cuttlefish, squid, octopus) and crustaceans (shrimp, lobster, crawfish). White fish are sold fresh on the local market, but are also exported to Italy, Spain and France. Cephalopods are for the most part exported to Japan.

The other element of fish production is the pelagic species, which basically comprises sardines, mackerel, anchovies, horse mackerel and tunnies. This species constitutes Morocco's most abundant coastal resource. Pelagic fish are primarily destined for processing industries. Annual exploitable stocks of Moroccan marine species total some 1.5 million tons of benthic and pelagic fish.

Marine fish production totalled 590,769 tons for an approximate value of C\$580 million. The figure for coastal fish landings was 442,931 tons for a value of approximately C\$190 million. The deep-sea fishing catch was 147,838 tons for an approximate value of C\$389 million. Moroccan seafood exports rose to 149,138 tons for an approximate value of C\$560 million. Almost 90% of these exports go to Japan, Spain, Italy, Portugal and France, with Japan accounting for 40% of the total.

From 1981 to 1991, Moroccan consumption of fresh fish averaged 135,518 tons per year. Over the past five years, the annual average has been 155,297 tons, indicating an upward trend. Moroccan per capita fish consumption is approximately 8 kg per year, with major regional disparities.

As a major producer and exporter of fish and seafood, Morocco imports very few of these products for domestic consumption. In 1992, only 21 tons were imported, including 14,000 kg of anchovies and 5,000 kg of smoked salmon. However, there is another type of importation (referred to as "temporary") that is not destined for the Moroccan market. These imports, most of which originate in Mauritania and Guinea, are destined for the processing industry; the products are then re-exported.

CANADIAN EMBASSY
13 bis, rue Jaafar As-Saddik,
Rabat-Agdal,
Kingdom of Morocco
C.P. 709,
Tel:(011-212-7) 67-28-80
Fax:(011-212-7) 67-21-87
Contact: Mr. Zouhair Kanouni

NIGERIA

Nigeria's demand for fish is approximately 1.2 million tons per current domestic production. Both industrial and artisanal have yields of between 300-350,000 tons. Over the course of three years, imports of frozen and canned fish have declined 50 percent from 1,000,000 tons to 400-500,000 tons. This drop was not a result of declining demand, but was a result of the shortage of foreign exchange to pay for the high priced imports. Nevertheless a strong market continues to exist for countries interested in exporting to Nigeria. Some of the products currently being imported by Nigeria are mackerel scumble & herring (highest demand), horse mackerel, sole and hake.

CANADIAN HIGH COMMISSION

4 Idowu Taylor Street

Victoria Island

Lagos, Republic of Nigeria

P.O. Box 54506, Ikoyi Station

Tel:(011-234-1) 269-2915/6/7/8

Fax:(011-234-1) 269-2919

Contact: Mr. Ogie Eboigbe

ZIMBABWE, BOTSWANA, ANGOLA

Zimbabwe has a relatively well developed local food processing sector and market. There are some luxury frozen food items imported, principally fish and seafood from South Africa and Namibia. Fish and seafood imports are not prohibited, but are constrained by a scarcity of foreign exchange which makes imported food items very costly.

As a result, there is only a small luxury food market in Zimbabwe, which is dominated by South African and recently Namibian firms. Fish and seafood products from these countries are primarily imported by only a few local Zimbabwe companies.

Cairns Foods Ltd.
Upton Road, Ardbennie
Box 1813
Harare,
Zimbabwe
Tel:(263-4) 67741
Product: frozen Bream trout, tiger,
karpenta, bottlenose

K&N Distributors (PVT) Ltd.
(Leading Department Stores)
23 Kaguvi Street
Box 4723
Harare,
Zimbabwe
Tel:(263-4) 707985/753183
Product: dried fish

Kapenta Distributors (PVT)
101 Harare Street
Box 2949
Harare,
Zimbabwe
Tel:(263-4) 725311/790287
Product: fish

Savonuts Products (PVT)
41 Kaguvi Street
Box 38
Harare,
Zimbabwe
Tel:(263-4) 723018
Product: fish, seafood

Dried Fish Distributors (PVT)
Box 598
Karoi,
Zimbabwe
Tel: 8222
Product: dried karpenta, fresh
prawns

"Darmac" (PVT) Ltd.
6 Swansea Close
Box 3090
Paulington
Mutare,
Zimbabwe
Tel:60775 or 63130
Product: karpenta and other dried
products; packers and distributors,
fish, seafood

Irvin and Johnson Ltd.
Corner of Dumfries Bristol Roads
Box 2688
Workington, Harare
Zimbabwe
Tel:(263-4) 66603/4/5/6/7
Product: fish and seafood
merchants, importers, distributors,
wholesalers, fresh, frozen, dried,
other types

Claremont Orchards (PVT)
Box 33
Juliasdale,
Harare
Zimbabwe
Tel: 461, 462, 463, 464
Fax: 467
Product: fresh gutted and smoked
trout, specialty outlets and dried fish,
seafood

The Managing Director
Ada Jotsholo Estate
P. Bag 2442
Bulawayo,
Zimbabwe
Tel:(263-4)-89-8-303
Product: fish, seafood, fresh, frozen,
importer

The Manager
Lemco
2 Stirling Road,
Workington
P.O. Box 950
Harare,
Zimbabwe
Tel:(263-4) 61973/4, 62329
Fax:(263-4) 61969
Product: fish, seafood

The Managing Director
Price Foods/Bon-Appetit
2 Bristol Road
Workington, Harare
Zimbabwe
Tel:(263-4) 66581/2, 69031
Fax:(263-4) 69032
Product: fish, seafood

The Manager
Rickitt and Colman (PVT)
Melbourne Road
P.O. Box ST 93
Southerton, Harare
Zimbabwe
Tel:(263-4) 67881
Fax:(263-4) 67889
Product: fish, seafood

General Manager
OK Bazaars,
Merchant House
43 Robson Manyika Avenue
P.O. Box 3081
Harare,
Zimbabwe
Tel:(263-4) 738644/732962
Fax:(263-4) 729438
Product: fish, seafood, fresh, frozen,
dried

General Manager
Bon Marche (Head Office)
P.O. Box 3081
Harare, Zimbabwe
Tel:(263-4) 738644/6
Fax:(263-4) 729438
Product: fish, seafood

Zimtrade
4th Floor, Kurima House
Corner Baker Ave/Fourth St.
P.O. Box 2738
Harare, Zimbabwe
Tel:(263-4) 731020/706772
Fax:(263-4) 706930
Product: fish, seafood

Larona (Pty.) Ltd.
Plot 14387, Lobatse Road
Gaborone West, Box 40701
Gaborone, Botswana
Tel: 312570 or 373701
Fax: 356644
Product: fish, seafood

Standard Foods (Pty.) Ltd.
P.O. Box 1501
Gaborone, Botswana
Tel:373636
Product: fish, seafood

Funa Foods (Pty.) Ltd.
Lejara Road
Broadhurst Industrial Site
Gaborone, Botswana
Tel: 312138
Product: fish, seafood

Boriic (Pty.) Ltd.
P.O. Box 503
Kanye,
Botswana
Tel: 340241
Product: fish, seafood

Ensign Cannery (Pty.P Ltd.
P.O. Box 254
Selebe-Phikwe, Botswana
Tel: 811059
Product: fish, seafood

Monate Foods (Pty.) Ltd.
P.O. Box 10
Sherwood Ranch,
Botswana
Tel: 410751
Product: fish, seafood

Mocambique Trading, Lda.
Av. Ho Chi Min No. 1756
C.P. 802
Maputo,
Mozambique
Tel: 401950, 733957
Fax: 317892
Product: fish, seafood

Intertrade Lda.
Rua Baptista de Carv. No. 93
C.P. 1587
Maputo,
Mozambique
Tel: 421590/91, 426130
Fax: 421589, 421592
Product: fish, seafood

Zimbudzana Import/Exports
Room 28 Rorbay House
Robert Mugabe Road/Julius Nyerere
Way
Harare, Zimbabwe
Tel:(263-4) 790187/707373/729533
Product: importer, distributor, fish,
seafood

Managing Director
Chapa Import and Export (Pvt.) Ltd.
Suite 1,
Winston House
109 Leopold Takawira Street
Harare, Zimbabwe
Tel:(263-4) 791961/3
Product: importer, distributor, fish,
seafood

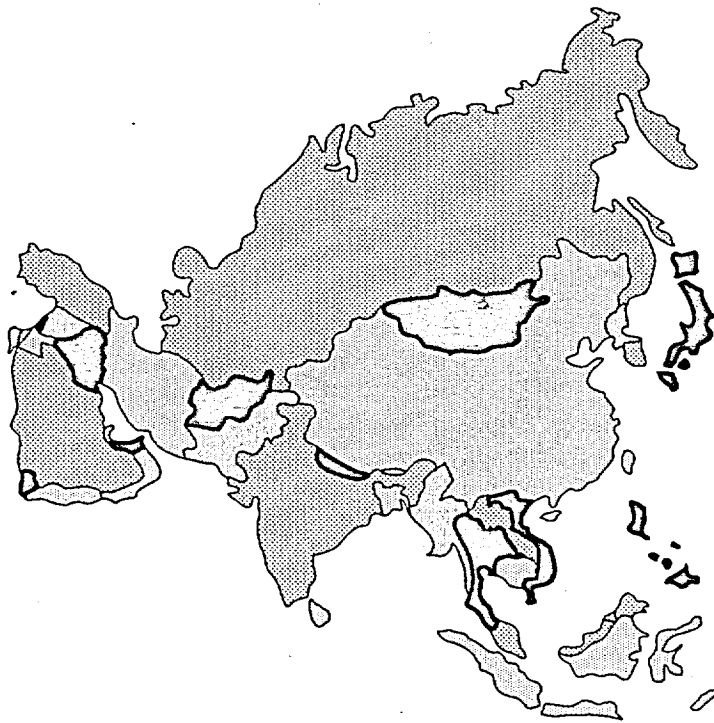
Mr. G.T. Datton, Manager
Central African Intertrade
P.O. Box A 96
Avondale, Harare
Zimbabwe
Tel:(263-4) 302616/8
Fax:(263-4) 36733
Product: importer, distributor, fish,
seafood

Mr. Pedro Gomes
General Manager
Kafukena Comm. & Sons Ltd
P.O. Box 1379
Benguela
Republic of Angola
Tel:32153
Product: fish, seafood, importer

CANADIAN HIGH COMMISSION

45 Baines Avenue
Harare, Zimbabwe
P.O. Box 1430
Tel:(011-263-4) 733-881
Fax:(011-263-4) 732-917
Contact: Mr. Viban Ngo

ASIA- MIDDLE EAST



CHINA

Chinese consumers clearly prefer fresh fish in their diets, but also consume significant amounts of specialty dried seafood products such as shark fin, squid, shrimp, geoduck, abalone and oysters. Chinese citizens are extremely discerning where fish and seafood products are concerned and continue to demand products with consistently high quality. Chinese residents incorporate a wide variety of seafood products in their diets. Some of the more popular species which are consumed on a regular basis include: prawns/shrimp, shark fins, squid, octopus, cuttle fish, scallops, abalone, geoduck, lobster, crab, sea cucumber, capelin, oysters, and a number of different fish fillets, crustaceans and molluscs.

Frozen seafood products are slowly making inroads into the Chinese consumer markets, partially influenced by increased access to imported products. Future trends are expected to follow other semi-industrialized nations whereby an increased presence of women in the workforce leads to higher demand for conveniently prepared foodstuffs and seafood products. The current popularity of "microwaveable" food products is slowly influencing seafood consumption patterns, but still offers niche opportunities for Canadian exporters. Major hotels concentrated in the major centres of China are important users of high-value frozen seafood products, including demand for white-fleshed fillets, lobster, salmon and scallops.

Demand for food products in general is expected to increase because of the growth in private expenditure patterns of the population as well as the influx of tourists into China. As the Chinese economy opens up more to international seafood imports, Canadian fish and seafood exporters are well positioned to capture market share within the increased sales. Other significant niche marketing opportunities are developing in the airline catering sector and the growing fast food and beverage sectors. Food categories showing the largest increases in demand for China include fish and marine products, and beverages. Popular species of fish found within the increases are white pomfret, spanish mackerel, golden snapper, hard tail, coral fish, sea bream, dorab, sea bass and grouper.

China National Fisheries Corp.
No. 31, Ming Feng Lane
Beijing 100032
China
Tel: 602-4104
Fax: 601-2808
Product: seafood

Beijing City Aquatic Fisheries Co
1A, Si Dao Kou, Haidian District
Beijing 100086
China
Tel: 225-0340
Fax: 225-0346
Product: seafood

China National Fisheries Corp.
China
Tel:(0411) 760-0339
Fax:(0411) 760-0608
Product: seafood

China Aquatic Fisheries Company
No. 31, Ming Feng Lane
Beijing 100032
China
Tel: 606-0912
Fax: 606-0912
Product: seafood

The China Society of Fisheries
No. 31, Ming Feng Lane
Beijing 100032
China
Tel: 602-0794
Fax: 602-0794
Product: seafood

Fujian Provincial Sea Fishery Corp.
No. 1 Yu Gang Lu
Economic & Technological
Developing Zone
Ma Wai, Fuzhou
China
Tel:(0591) 681-469
Fax:(0591) 682-419
Product: seafood

CANADIAN EMBASSY
19 Dong Zhi Men Wai Street
Chaoyang District
Beijing, 100600
People's Republic of China
Tel:(011-86-1) 532-3536
Fax:(011-86-1) 532-4072
Contact: Mr. Richard Winter

GULF EMIRATES

The Gulf Emirates (Kuwait, Bahrain, Qatar, United Arab Emirates and Oman) are traditional maritime arab cultures. Before oil, fishing, diving and pearling in seafood-rich gulfs of Arabia and Oman were mainstays of Emirate cultures. Tradition remains active in local fisheries and consumption of seafood is high. Fresh fish is bought from local markets and is the main source of seafood for gulf consumers. In addition one sees frozen fish, canned mackerel, tuna and some value added fish products in cooperatives and up-scale supermarkets. The hotel and restaurant trade draws from same sources.

Union of Co-operative Society
P.O.BOX 1836
Kuwait 13019
Tel: (965) 254-2219; 254-3659
Fax: (965) 254-0794
Products: seafood

Khalaf and Zayed Trading Co.
P.O. BOX 5025 SAFAT
Kuwait 13051
Tel: 484-8860, 484-2905
Fax: 484-9343
Products: seafood

Bassi Fisheries
P.O. BOX 26645 SAFAT 13127
Kuwait
Tel: (965) 240-9585/4993
Fax: (965) 240-5026
Products: seafood

The Sultan Centre
P.O.BOX 26567 SAFAT
Kuwait 13126
Tel: (965) 434-3155
Fax: (965) 431-9071
Products: seafood

Habeeb Hamza Fish Selling Office
P.O. BOX. 5879
SAFAT
Kuwait 13059
Tel: 243-7825
Fax: 243-7821
Products: seafood

Lake International Trading
Establishment
P.O. BOX 32108
RUMAITHYA 25552, Kuwait
Tel: (965) 262-2318
Fax: (965) 362-2318
Products: seafood

Faisal Al Nusif & Sons General
Trading Company
P.O.BOX 26611 SAFAT
Kuwait 13127
Tel: (965) 244-6002; 246-8543
Fax: (965) 245-3372
Products: seafood

Al Zinkawi Food Stuff Co.
P.O. BOX 32165 SAFAT
Kuwait 25552
Tel: 246-2311/22
Fax: 242-5828
Products: seafood

Al-Waha Gulf International General
Trading & Contracting Co.
P.O. BOX 28587 SAFAT, Kuwait
Tel: (965) 243-3248
Fax: (965) 243-3249
Products: seafood

Etemadco Co. Limited Kuwait
P.O.BOX 20078 SAFAT
Kuwait 13061
Tel: (965) 241-9151; 246-3116/7
Fax: (965) 245-8238
Products: seafood

Al Mina Grilled Fish Showroom
SALMIYA GULF ROAD, SOUAD
Kuwait 20000
Tel: 571-2470
Products: seafood

Fish Centre
P.O. BOX 396 MANAMA
Bahrain
Tel: 973 233 808
Fax: 973 400 339
Products: seafood

Al Jahra Food & Supplies Company
P.O. BOX 689 SAFAT
Kuwait 13007
Tel: 240-3062, 243-4136/3279
Fax: 240-3052
Products: seafood

Nibras Al Khaleej Fisheries Est
Farwaniya,
Block 44 BLDG 7
Falah Mubarak, Kuwait
Tel: 477-1629
Products: seafood

Anees Trading Centre Llc
P.O. BOX 7532, RUWI
Oman, Muscat
Tel: 968 795 703
Fax: 968 795 709
Products: seafood

Petra Trading and Industrial Est.
P.O. BOX 3331 SAFAT
Kuwait 13034
Tel: 474-5083/471-1408
Fax: 474-5978
Products: seafood

Jassim Al Wazzan Sons Co.
P.O. BOX 124,
Safat 13002
Kuwait
Tel: 965 4846 433
Fax: 965 4836 162
Products: seafood

Hamood & Asma Trading/Services
P.O. BOX 3393, RUWI
Oman, Kuwait
Tel: 968 799 968
Fax: 968 793 947
Products: seafood

Mohd Al Areemi Trading
P.O. BOX 4022, RUWI
Oman, Muscat
Tel: 968 794 349
Fax: 968 708 320
Products: seafood

Oman Fisheries Co
P.O. BOX 2900 RUWI 112
Oman Muscat
Tel: 968 714 129
Fax: 968 714 765
Products: seafood

Fish Trading
P.O. BOX 46402
ABU DHABI, United Arab Emirates
Tel: 9712 334 802
Fax: 9712 451 206
Products: seafood

CANADIAN EMBASSY

Da'Aiah-Block 4,
Al-Mutawakel Street
P.O. Box 25281
Safat, Kuwait City, 13113
Emirate of Kuwait
Tel:(011-965) 256-3025
Fax:(011-965) 256-4167
Contact: Mr. Richard Ablett

Al Kaseb Foodstuff Est.
P.O. BOX 4670
DUBAI, United Arab Emirates
Tel: 9714 217 204
Fax: 9714 258 231
Products: seafood

Caribbean Trading Est
P.O. BOX 4978
SHARJAH, United Arab Emirates
Tel: 9716 336 334
Fax: 9716 336 553
Products: seafood

East Fish Processing Ltd
P.O. BOX 2741
SHARJAH, United Arab Emirates
Tel: 9716 444 983
Fax: 9716 455 318
Products: seafood

Lyon Seafood Factory Ltd
P.O. BOX 22211
SHARJAH, United Arab Emirates
Tel: 9716 322 001
Fax: 9716 322 003
Products: seafood

Sea Horse Food
P.O. BOX 933
SHARJAH, United Arab Emirates
Tel: 9716 437 877
Fax: 9716 436 877
Products: seafood

HONG KONG

Hong Kong represents a large and growing market for many types of seafood products as the country imports approximately Cdn\$6 billion worth of food annually, or 95 percent of its food requirements. The bulk of Hong Kong's fisheries imports are of fresh, chilled or frozen seafood products, with dried and salted products making up only a small portion of seafood consumption.

Per capita consumption of 44 kilograms of fisheries products is more than double that of Canada's, and is representative of the importance seafood plays in the diets of Hong Kong residents. Hong Kong residents incorporate a wide variety of seafood products in their diets. Some of the more popular species which are consumed on a regular basis include: prawns/shrimp, shark fins, squid, octopus, cuttle fish, scallops, abalone, geoduck, lobster, crab, sea cucumber, salmon, capelin, oysters, and a number of different fish fillets, crustaceans and molluscs. Seafood products are prepared in a assortment of methods in Hong Kong, many of which are known to North Americans through traditional Chinese cooking.

The absence of import duties, very limited import restrictions, and readily accepted Canadian quality standards, make Canadian seafood products competitive in the Hong Kong market. An expanding domestic economy, rising living standards, a growing population, and an increased interest in international food and beverages bode well for future Canadian seafood exports to the Hong Kong market. However, Hong Kong consumers are very price and quality conscious. Exports of Canadian fresh, frozen and processed fish and seafoods have been steadily growing over the last six years and it is anticipated that this trend will continue.

ASA Pacific (HK) Limited
9/F, Po Yip Building
Block A, Flat 7
62-70 Texaco Road,
Hong Kong
Tsuen Wan, New Territories
Contact: Matthew Leong
Tel: 498-7381
Fax: 413-6340
Product: seafood

Asian Food Industries (HK) Ltd.
7016-7025 East Roof Floor
ATL Centre,
Berth #3
Container Terminal, Kwai Chung
New Territories,
Hong Kong
Contact: John C. Fader
Tel: 489-5888
Fax: 489-9627
Product: seafood

Casella Far East Limited
1006 Guardian House
52 Oi Kwan Road
Hong Kong Island
Contact: Johnny Hung
Tel: 833-2183
Fax: 572-8185
Product: seafood

Cheong Hing Hon Kin Company
34 Gough Street, Hong Kong Island
Contact: Mr. H.K. Lam
Tel: 815-1712
Fax: 854-0972
Product: seafood

Chester Trading Company
654 Nathan Road, Hong Kong
6/F, Flat B, Kowloon
Contact: Mr. Ho Vai Chi
Tel: 395-3235
Fax: 397-0591
Product: seafood

Dah Chong Hong Limited
12/F, Hang Seng Building
77 Des Voeux Road C.
Central Hong Kong
Tel: 523-7271
Fax: 845-0222
Product: seafood

Elite Fresh Food Company Limited
1407 Hong Kong Plaza
180-191 Connaught Road West
Hong Kong Island
Contact: John T.W. Kwong
Tel: 548-5597
Fax: 559-0069
Product: seafood

Euroasia Holdings Limited
Rooms 1101-3, 11/F,
54 Hillwood Rd.
The Leader Commercial Building
Tsimshatsui,
Kowloon,
Hong Kong
Contact: Peter Lee
Tel: 366-9309
Fax: 721-5021
Product: seafood

Fook Wah Trading Company
702 Alliance Building
130-136 Connaught Road C.
Hong Kong Island
Contact: Mr. Lin Shel
Tel: 815-3839
Fax: 541-9069
Product: seafood

Friesland Foods Limited
17/F,
Shun Tak Centre
200 Connaught Road C.
Central Hong Kong,
Hong Kong
Contact: Mr. E.A. Smulders
Tel: 547-6226
Fax: 858-3093
Product: seafood

Fung Sang Trading Limited
54-56 Bonham Strand West
Hong Kong Island
Contact: Mr. So Kai Luen
Tel: 543-8251
Fax: 541-0728
Product: seafood

Geoduck Supplies Limited
Block E
39 Austin Road
Kowloon, Hong Kong
Contact: Thomas K.C. Ho
Tel: 369-6898
Fax: 739-4984
Product: seafood

Hai Sang Hong Marine Foodstuffs
G/F, Singga Commercial Centre
149 Connaught Road West
Western District
Hong Kong Island
Contact: Mr. So Kit Hoi
Tel: 547-8171
Fax: 858-2575
Product: seafood

Hoi Fat Trading Development Co.
14/F, Tung Lee Commercial Bldg.
91-97 Jervois Street
Hong Kong Island
Contact: Wong Po Hon
Tel: 544-8837
Fax: 541-8992
Product: seafood

Hong Kong Refrigerating Co. Ltd.
47-51 Kwai Fung Crescent
Kwai Chung,
New Territories, Hong Kong
Contact: Michael R.A. Duck
Tel: 494-2233
Fax: 489-8861
Product: seafood

John D. Hutchison Trading Ltd.
2 On Ping Street
Siu Lek Yuen, Hong Kong
Shatin, New Territories
Contact: Daniel Leung
Tel: 635-5555
Fax: 637-5642
Product: seafood

Kamtex International Limited
17/F,
88 Lockhart Road
Wanchai, Hong Kong
Contact: Mr. K.Y. Lam
Tel: 529-3918
Fax: 865-3433
Product: seafood

Kevin T.H. Wu Company Limited
1701 Wing On Central Building
26 Des Voeux Road C.
Hong Kong Island,
Hong Kong
Tel: 522-3258
Fax: 845-2186
Product: seafood

Kwong Tai Trading Company
217 Wing Lok Street West
Hong Kong Island
Contact: Mr. Lui Tak Wah
Tel: 544-6846
Fax: 542-1099
Product: seafood

Lee Shu International Limited
1/F, Fat Lee Mansion,
Flat #6,
33-35 Carnarvon Road
Kowloon, Hong Kong
Tel: 721-1680
Fax: 721-8447
Product: seafood

Lucillus Food & Wines Co. Ltd.
9 Wang Kwong Road
Kowloon Bay
Kowloon, Hong Kong
Contact: John Tai
Tel: 798-1288
Fax: 796-0622
Product: seafood

Mingson Industries Limited
G/F, Kwai Tak Ind. Centre,
Block #1
Kwai Chung
New Territories, Hong Kong
Contact: Andrew Lee
Tel: 428-1481/1121
Fax: 480-4466
Product: seafood

New World Trading Company
705 Centre Mark
287 Queen's Road C.
Hong Kong Island
Contact: Chow Sing Wai
Tel: 544-5995
Fax: 544-5352
Product: seafood

Ocean Pine Limited
20/F, Unit 2005A, Nang Fung Centre
264-298 Castle Peak Road
Tsuen Wan, New Territories
Hong Kong
Contact: Albert Poon
Tel: 493-0106
Fax: 412-0573
Product: seafood

Oliver's Delicatessen
33/F, Windsor House
311 Gloucester Road
Causeway Bay, Hong Kong
Contact: Alexis Gavrilloff
Tel: 576-8077
Fax: 577-0420
Product: seafood

Sam Hup Enterprises Limited
64-66 Bonham Strand West
Hong Kong Island
Contact: Mak Man Fai
Tel: 548-6213
Fax: 559-3550
Product: seafood

Sherman International
10/F, Lee On Ind. Building
70 Hung To Road
Kwun Tong, Kowloon, Hong Kong
Contact: Lawrence Ng
Tel: 797-0575
Fax: 797-0575
Product: seafood

Silco International Limited
Unit B, 4/F, Freder Centre
3 Mok Cheong Street
Tokwawan, Kowloon, Hong Kong
Contact: Bernard Hofstein
Tel: 764-3632/44
Fax: 764-0209/334-4429
Product: seafood

Sun Wah Marine Products Co. Ltd.
215-239 Wu Shan Road
Tuen Mun,
New Territories
Hong Kong
Contact: Mr. Fung Man To
Tel: 468-8848/99
Fax: 456-3054/2030
Product: seafood

Sin Guen Trading Company
9/F, Belgian House
77-79 Gloucester Road
Hong Kong Island
Contact: Mr. Yau Shing Wong
Tel: 865-1338
Fax: 865-2000
Product: seafood

Sun Ming Hong
24 Hillier Street
Hong Kong Island
Contact: Joseph Y.H. Sit
Tel: 543-5388
Fax: 541-8514
Product: seafood

Tai Fai Dev. Company Limited
2/F, Goldfield Building
42-44 Connaught Road West
Hong Kong Island
Contact: Benjamin Chan
Tel: 540-8011
Fax: 559-6893
Product: seafood

Tai Loong Marine Prod. Limited
53 Bonham Strand West
Hong Kong Island
Contact: Eric Yu
Tel: 543-3512
Fax: 542-0114
Product: seafood

Willy Hoover Limited
Unit 1, 1/F,
International Plaza
20 Sheung Yuet Road
Kowloon Bay, Kowloon
Hong Kong
Tel: 799-8788
Fax: 795-0929
Product: seafood

Wilson Company
6 Tat Hong Lane
Hong Kong Island
Contact: Mr. Leung Sing
Tel: 545-5062
Product: seafood

Wing Loong Hong
70 Bonham Strand West
Hong Kong Island
Contact: Mr. Ho Fai
Tel: 449-5203
Fax: 548-7535
Product: seafood

COMMISSION FOR CANADA
13th Floor, Tower 1
Exchange Square
8 Connaught Place
Hong Kong, Hong Kong
G.P.O. 11142,
Tel:(011-852) 847-7414
Fax:(011-852) 847-7441/810-6736
Contact: Mr. Chris Li

INDIA

India is a net exporter of fish and seafood products, however, a small quantity of preferred species are imported by bonded stores to cater to the diplomatic community resident in the country. According to Indian Government statistics, the country's total imports in 1992-93 were 27.8 tonnes of fish, fresh or frozen. Sources of supply for these imports were Japan (26.0 tonnes), and the United States (1.8 tonnes).

CANADIAN HIGH COMMISSION**7/8 Shantipath,****Chanakyapuri****New Dehli 110 021,****Republic of India****P.O. Box 5208****Tel:(011-91-11) 687-6500****Fax:(011-91-11) 687-6579/5387****Contact: Mr. Ramesh C. Kamo**

IRAN

Iran has a population of more than 60 million people and has recently become a potential market for seafood. Due to the high price of red meat and the low purchasing power of the people, fish has become a relatively affordable source of protein. The total domestic production during 1992/1993 was 327 tons. The forecasted amount of imports for 1994/1995 are 10,000 to 15,000 tons. Islamic rules state that only scaled fish may be consumed. Seafood currently being imported by Iran are; salmon (pink), mackerel (jack, blue), pollack (Alaska), cod (red), hoki and black ordory.

Shilat Trading Corporation
 No. 24, 11th Street,
 Miremad Street, Tehran
 P.O. Box 15875/4538
 Tehran, Iran
 Tel: 009821 850159/842533
 Fax: 854171
 Contact: Mr. Akbarof, Director
 Product: seafood

Kish Fishing Company
 No. 5 Navak Street,
 Africa Express Way,
 Tehran 15186,
 Iran
 Tel: 009821 68 36 36/68 62 22
 Fax: 68 61 15
 Contact: Mr. Tavakkoli, Director
 Product: seafood

Zistmahi Iran Co. Ltd.
 P.O. Box 15875/5647
 Tehran, Iran
 Tel: 222 4568
 Fax: 808 9432
 Contact: Mr. N.M. Azarian, Director
 Product: seafood

Sadr Darya Company
 6th Floor,
 No. 79 Keshavarz Blvd.,
 Tehran, Iran
 Tel: 009821 655279
 Fax: 655150
 Contact: Mr. H. Daryani, Director
 Product: seafood

Seabadej Company Ltd.
 P.O. Box 14155/3687
 Tehran,
 Iran
 Tel: 009821 656609
 Fax: 885 5511
 Contact: Mr. M. Bassam, Director
 Product: seafood

CANADIAN EMBASSY
 57 Shahid Javad Sarafraz Street
 Ostad Motahari Avenue
 Tehran 11365
 Islamic Republic of Iran
 P.O. Box 11365-4647
 Tel:(011-98-21) 622623
 Fax:(011-98-21) 623202
 Contact: Mr. Mario Poirier

ISRAEL

Israel has a population of 5.2 million and a GDP of US\$ 65 billion. In 1992 fish imports were valued at US\$ 73.3 million while fish consumption per capita is estimated at 13.2 kgs (broken down; frozen fish 5.9 kgs, deep sea fishing 1.3kgs, canned fish 2.2 kgs and fresh water fish 3.8 kgs.

Israel imposes a quota of 3,000 tons per annum on whole fish imports to protect the Israeli fishing industry, this quota does not apply to fillets. Israel imports mostly South American species as well as Nile perch from Kenya. The bulk of imports from Canada are fish fillets, 225 tons in 1992.

Fish imports have risen 27% in the last two years due to the influx of Russian immigrants. Consumption of processed fish also grew substantially.

A R WILLIGER INT.
24 Hametzuda St.,
Azur Industrial Zone
#61002
Israel
Tel: 972-3-5590124
Fax: 972-3-5565701
Contact: Zvi Williger
Product: canned fish and seafood
products

E D N
3 Hametzuda St., Azur 61002
Israel
Tel: 972-3-5594471/2
Fax: 972-3-5594473
Contact: Joseph Sarig
Product: fish, seafood, other
products

NORTAP TRADING
71 Matalon St.,
Tel Aviv
Israel
Tel: 972-3-5371272
Fax: 972-3-5370954
Contact: Mr. Ariel Mirelman
Product: fish, seafood, other
products

NAREX MIDDLE EAST CO.
27 Gordon St.,
Givatayim 53235
Israel
Tel: 972-3-6734449
Fax: 972-3-734426
Contact: Mr. Gershon Ben-Itto
Product: canned fish

**ISRAEL COLD STORAGE & SUPPLY
COMPANY**
P.O.Box 1789, Holon 58117
Israel
Tel: 972-3-5560980
Fax: 972-3-5560981
Contact: Mr. Uri Meiri
Product: seafood, fish, other
products

**FOOD MIGLAD IMPORT & EXPORT
LIMITED**
P.O.Box 381,
98 Derech Hel Hashirion,
Tel Aviv 61004,
Israel
Tel: 972-3-384080
Fax: 972-3-376341
Contact: Mr. Yoram Lustiger
Product: seafood

MEIR EZRA
71 Matalon St.,
Tel Aviv
Israel
Tel: 972-3-371270
Fax: 972-3-378543
Contact: Mr. Dudi Ezra
Product: fish, seafood, dried, fresh,
frozen

NACHMAN GILON CORP.
POB 30762, Tel Aviv 61307
Israel
Tel: 972-3-614169
Fax: 972-3-615840
Product: fish, seafood, other
products

**MAN FOOD & FISH CONSERVES
INDUSTRY LIMITED**
5 Hasatat Street,
Industrial Zone,
Holon 58856
Israel
Tel: 972-3-5590880
Fax: 972-3-5590907
Contact: Mr. Meir Imber, V.P.
Product: seafood

ISAR AGENCIES
19 Daniel St.,
Ramat Gan 52233,
Israel
Tel: 972-3-778902
Fax: 972-3-771161
Contact: Mr. Yehuda Michalis
Product: seafood

NEHEMIA LACHOVITZ LTD.
P.O. Box 1789,
Holon 58117
Israel
Tel: 972-3-5592233
Fax: 972-3-5560281
Contact: Nehemia Lachovitz
Product: seafood, fish, fresh, frozen,
dried

NIZER IMPORT LTD.
5 Hamanoa St.,
Tel Aviv-Yaffo 68168,
Israel
Tel: 972-3-827538
Fax: 972-3-811060
Contact: Mr. M. Sigalovitz
Product: seafood

TRANS OCEANIC LTD.
32 Ben Yehuda St.,
Tel Aviv 63805
Israel
Tel: 972-3-299528
Fax: 972-3-298098
Contact: Mr. Ruben Rudin
Product: seafood

ASHKENAZY NAFTALI & SONS
5 Pigioto St.,
Tel Aviv 66101
Israel
Tel: 972-3-5602307
Product: seafood

AVRAHAM COHEN & SONS
P.O. Box 734,
Tel Aviv 61007
Israel
Tel: 972-3-5604943/5602064
Contact: Mr. Roby Cohen
Product: seafood

CANADIAN EMBASSY
220 Hayarkon Street
Tel Aviv 63405
State of Israel
P.O. Box 6410,
Tel:(011-972-3) 527-2929
Fax:(011-972-3) 527-2333
Contact: Ms. Atalia Hausvater

BERKMAN FOODS
P.O.Box 13180,
3 Barzel St., Tel Aviv
Israel
Tel: 972-3-5447435
Fax: 972-3-498118
Contact: Mr. Joel Sheinbaum
Product: seafood

ZVI LANDAU
13 Pigioto St.,
Tel Aviv 66101, Israel
Tel: 972-3-5601705/5604902
Fax: 972-3-5662290
Contact: Mr. Zvi Landau
Product: seafood

AGA TAGAR INT'L TRADE
65 Salame St., Tel Aviv, Israel
Tel: 972-3-899100
Fax: 972-3-814230
Contact: Mr. Gil Tagar
Product: seafood

KAPLAN NAIM & CO. LTD.
P.O.Box 1655,
Tel Aviv 61015
Israel
Tel: 972-3-5374683
Fax: 972-3-372432
Contact: Mr. Victor Naim
Product: canned fish

TT & S
14 Gruzenberg St.,
Tel Aviv
Israel
Tel: 972-3-5170648
Fax: 972-3-5170639
Contact: Mr. Ilan Georgie
Product: seafood

JAPAN

Japan is the world's largest market for fisheries products, having imported more than 3 million tonnes or US\$14.5 billion in 1993. Canada is the seventh largest supplier of fisheries products to Japan with exports totalling Cdn\$796 million (January-November 1993), and the largest exporter of such products as herring roes, lobster and capelin. Absorbing one third of total world trade of fisheries products, Japanese annual per capita consumption of fish is approximately 70 kilograms. Japan's domestic supply of fisheries products continues to decline leading to increased imports of such products. In addition to traditional species such as herring roes and salmon, there is great prospect for Canadian crab, shrimp, lobster (live, frozen), surf clams, ocean perch, sea urchin, tuna and turbot in this market.

While emphasis by Japanese importers is still placed on the import of fish for processing in Japan, they have also started purchasing fish with added value from supplier countries. For example, they are importing filets rather than round or head-off and guts-out fish. In future negotiations with Japanese importers, it is recommended that Canadian exporters seek opportunity or ventures in which further processing of fish takes place in Canada for export to Japan.

Aburai Kabo Co., Ltd.
3-12-13 Shinhama,
Shiogama City,
Miyagi Prefecture 985
Japan

Tel: 022-364-3733

Fax: 022-364-3755

Product: Cod, Pollack, Rock Sole,
Redfish, Salmon, King Crab, Surimi

Active Foods K.K.
Kanayararu Bldg. 9FL.
4-8-4 Kumochi-cho,
Chuo-ku, Kobe 651
Japan

Tel: 078-231-2700

Fax: 078-231-1022

Product: Shrimp, Crab

AGS Commerce Ltd.
Taikoen Bldg.
1-3-8 Shibakoen,
Minato-ku,
Tokyo 105
Japan

Tel: 03-3434-6661

Fax: 03-3434-3508

Product: Live Lobster

Aichi Bussan Co., Ltd.
81 Ikenoomote,
Awara Shinkawa-cho,
Nishikasugai-gun, Aichi Prefecture
Japan

Tel: 052-409-2061

Fax: 052-409-4318

Product: Fresh and Frozen Seafoods

Aito Trading Co., Ltd.
89-1 Chonagi Kaibu-cho,
Chiryu-shi, Aichi Prefecture
Japan

Tel: 0566-81-3632

Fax: 0566-81-3634

Product: Fresh and Frozen Seafoods

Alpha Seafoods Co., Ltd.
3-1-1 Tsukiji,
Chuo-ku, Tokyo 104
Japan

Tel: 03-3542-5522

Fax: 03-3542-5737

Product: Herring Roe, Salmon Roe,
Other Fish Roe

Arai Trading Co., Ltd.
Nagatani Bldg.
3-40-9 Shoan,
Suginami-ku, Tokyo 167
Japan

Product: Freshwater Fish,
Freshwater Fish Caviar

Ataka Produce Co., Ltd.
Y-Bldg.
3-13-2 Shibaura,
Minato-ku,
Tokyo 108

Japan

Tel: 03-3798-0641

Fax: 03-3798-0845

Product: Salmon, Black Cod,
Redfish, Salmon Roe, Herring Roe,
Sea Urchin, Shrimp, Tuna, Snow
Crab, King Crab, Squid

Bokusui Corporation
Overseas Dept.
1-1-16 Kanda Izumicho,
Chiyoda-ku, Tokyo 100
Japan

Tel: 03-5821-1958

Fax: 03-5821-2392

Product: Tuna, Swordfish, Shrimp,
Squid, Cod, Herring, Salmon

Bon Gurume Co., Ltd.
5-17 Akasaka Kaigan,
Kokurakita-ku, Kitakyushu-shi,
Fukuoka 802
Japan

Tel: 093-541-1101

Fax: 093-541-0011

Product: Whelk, Salmon Roe,
Shellfish

Canada Packers (Japan) Inc.
Landic Nihonbashi Bldg.
2-16-13 Nihonbashi,
Chuo-ku, Tokyo 103
Japan

Tel: 03-3281-2011

Fax: 03-3281-8419

Product: Smelt, Salmon, Snow Crab

C.I. Seafoods, Ltd.
4-7-3 Tsukiji,
Chuo-ku, Tokyo 104
Japan

Tel: 03-3542-2383

Fax: 03-3542-2539

Product: Shrimp, Lobster, Northern
Shrimp

Co-Optrade Japan Ltd.
Seikyo Kaikan 4FL
4-1-13 Sendagaya,
Shibuya-ku, Tokyo 151
Japan
Tel: 03-3796-6354
Fax: 03-3796-6366
Product: Black Cod, Eel, Herring,
Mackerel, Pollack, Salmon, Herring
Roe, Pollack Roe, Salmon Roe,
Shrimp, Snow Crab, Smoked
Salmon, Baby Clam, Shortneck
Clam, Oyster

Daei Taigen Co., Ltd.
1-22-25 Nipponbashi,
Chuo-ku, Osaka 542
Japan
Tel: 06-641-6711
Fax: 06-649-4092
Product: Shrimp

Daimaru Kogyo, Ltd. Tokyo
Agriculture & Marine Product Dept.
2-18-11 Kiba,
Koto-ku, Tokyo 135
Japan
Tel: 03-3820-7123
Fax: 03-3820-7089
Product: Black Cod, Flounder,
Halibut, Herring, Salmon, Smelt,
Sole, Herring Roe, Pollack Roe,
Salmon Roe, Shrimp, King Crab,
Abalone, Baby Clam, Shortneck
Clam, Oyster

Daimaru Kogyo, Ltd. Osaka
Agricultural & Marine Products
3-6-1 Kitakyuhoji-machi,
Chuo-ku, Osaka 541, Japan
Tel: 06-244-6620
Fax: 06-244-6528
Product: Sockeye Salmon, Chum
Salmon, Herring, Herring Roe,
Flounder

Daisui Co., Ltd.
1-1-86 Noda,
Fukushima-ku, Osaka 553
Japan
Tel: 06-469-3081
Fax: 06-469-3143
Product: Crab, Lobster, Shrimp

Daiyoshi Takashima Fisheries Co.,
West 16, North 12,
Chuo-ku, Sapporo City,
Hokkaido 060
Japan
Tel: 011-736-8851
Fax: 011-736-8856
Product: Herring, Herring Roe, Snow
Crab, Crab Claw, Shrimp, Redfish,
Whelk

Diamond Seafoods Co., Ltd.
4-1-17 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3543-2535
Fax: 03-3546-1789
Product: Capelin, Herring, Salmon,
Trout, Capelin Roe, Herring Roe,
Salmon Roe, Trout Roe, Northern
Shrimp, Lobster, Snow Crab, Squid,
Mackerel, Whelk

Eastern Product Co., Ltd.
Tokyo Kaijo Bldg. 7FL
1-2-1 Marunouchi,
Chiyoda-ku,
Tokyo 100
Japan
Tel: 03-3215-0371
Fax: 03-3215-0370
Product: Shrimp, Salmon

Ebijyo & Co., Ltd.
6-23-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-1361
Fax: 03-3541-1518
Product: Fresh, Frozen, Chilled,
Herring, Salmon, Salmon Roe,
Shrimp, Lobster, Squid, Oyster,
Scallop

Ebiko Corporation
6-1-8 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3542-3435
Fax: 03-3542-7665
Product: Shrimp, Lobster

Ebino Daimaru Co., Ltd.
6-21-7 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3541-7281
Fax: 03-3541-4959
Product: Shrimp, Live Lobster,
Frozen Lobster

Hakko Trading Co., Ltd.
1-6-8 Kubota,
Yokkaichi-shi, Mie Prefecture
Japan
Tel: 0593-54-1191
Fax: 0593-54-1629
Product: Salmon

Hanshin Teion Co., Ltd.
Nakashige Bldg. 4FL
3-12-11 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3541-7541
Fax: 03-3541-7547
Product: Salmon, Shrimp

Hanwa Co., Ltd. Osaka
4-3-9 Fushimi-machi,
Chuo-ku, Osaka 541, Japan
Tel: 06-206-3319
Fax: 06-206-3389
Product: Crab, Lobster, Herring Roe,
Capelin, Salmon

Hanwa Co., Ltd. Tokyo
1-13-10 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3544-2341
Fax: 03-3544-2050
Product: Black Cod, Capelin,
Herring, Redfish, Salmon, Salmon
Roe, Herring Roe, Shrimp, Lobster,
Mackerel, Northern Shrimp, Turbot,
Halibut, Sole, Flounder, Herring Roe
on Kelp, Snow Crab

Happy World Inc.
Shibuya Happy Bldg.
6-19-14 Jingumae,
Shibuya-ku, Tokyo 105, Japan
Tel: 03-5458-8257
Fax: 03-5458-8258
Product: Salmon, Tuna, Live Lobster,
Crab, Shortneck Clam, Oyster

Highland Overseas
39-21 Takeda Okenoi-cho,
Fushimi-ku, Kyoto 612
Japan
Tel: 075-602-4567
Fax: 075-602-4389
Product: Lobster, Snow Crab, King
Crab

Hohsui Corporation
3-7-3 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-5565-8946
Fax: 03-3542-6808
Product: Black Cod, Mackerel,
Herring, Salmon, Surimi, Herring
Roe, Pollack Roe, Salmon Roe,
Shrimp, Prawn, Frozen Lobster,
Rock Lobster, King Crab, Fish Meal

Hokkai Seafoods Co., Ltd.
7-13-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3546-1261
Fax: 03-3546-1260
Product: Capelin, Herring, Mackerel,
Salmon, Trout, Capelin Roe, Herring
Roe, Herring Roe on Kelp, Mullet
Roe, Pollack Roe, Salmon Roe, Trout
Roe, Squid

Hoko Fishing Co., Ltd.
1-2-4 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-5644
Fax: 03-3545-2167
Product: Black Cod, Capelin, Flat
Fish, Mackerel, Redfish, Salmon,
Herring, Herring Roe, Pollack Roe,
Salmon Roe, Shrimp, Lobster, King
Crab, Snow Crab, Squid, Octopus,
Surf Calm, Bluefin Tuna

Hokushu Shokuhin Co., Ltd.
Fuji Bldg.
2-12-4 Hirakawa-cho,
Chiyoda-ku, Tokyo 102, Japan
Tel: 03-3237-0954
Fax: 03-3237-0338
Product: Salmon

Hosho Trading Inc.
Kyodo Bldg.
3-10-9 Ginza,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3543-7201
Fax: 03-3545-5833
Product: Tuna, Salmon, Salmon Roe,
Herring Roe, Sea Urchin

Hoxan Corporation
1-2 Nishi, Kita 3-jo,
Chuo-ku, Sapporo City, Hokkaido
Japan
Tel: 011-212-2810
Fax: 011-212-2867
Product: Frozen Lobster

Icicle Seafoods (Japan) Ltd.
Kinsen Bldg.
2-14-8 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3545-4751
Fax: 03-3545-4767
Product: Black Cod, Halibut, Herring,
Salmon, Herring Roe, Salmon Roe,
King Crab, Imitation Crab Meat

ITOCHU Corporation, Tokyo
Marine Product Dept.
2-5-1 Kita-Aoyama,
Minato-ku, Tokyo 107-77
Japan
Tel: 03-3497-6185
Fax: 03-3497-6186
Product: Black Cod, Capelin,
Halibut, Herring, Swordfish, Redfish,
Salmon, Smelt, Tuna, Capelin Roe,
Herring Roe, Salmon Roe, Snow
Crab, Squid, Octopus, Canned Tuna,
Canned Mackerel, Canned Sardine

ITOCHU Corporation, Osaka
Marine Product Section
4-1-3 Kyutaro-machi,
Chuo-ku,
Osaka 541-77
Japan
Tel: 06-241-3864
Fax: 06-241-3211
Product: Shrimp, Salmon,
Harvestfish, Shellfish

Ito-Yokado Co., Ltd.
4-1-4 Shibakouen,
Minato-ku, Tokyo 105
Japan
Tel: 03-3459-2558
Fax: 03-3459-6892
Product: Seafoods

Japan Orchid Fishery Corp.
Yamaichi Gyogyo Bldg. 3FL
4-9-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3545-2696
Fax: 03-3545-1835
Product: Live Lobster

Kaioh Suisan Co., Ltd.
2-6-7 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3543-6066
Fax: 03-3545-1689
Product: Cod, Mackerel, Pollack,
Redfish, Salmon, Sole, Tuna, Surimi,
Cod Roe, Salmon Roe, Crab,
Octopus

Kanaguchi Corporation
108-3 Higashihirao,
Hakata-ku, Fukuoka 816
Japan
Tel: 092-611-1117
Fax: 092-611-9357
Product: Sea Urchin, Shellfish,
Swimming Crab

Kanekyo-Sanyu Reizo Co., Ltd.
Kachidoki Shuhan Bldg.
7-10-10 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3543-5318
Fax: 03-3545-6071
Product: All Fishery Product

Kanematsu Corporation
Meat & Marine Product Dept.
1-2-1 Shibaura,
Minato-ku, Tokyo 105-05, Japan
Tel: 03-5440-9530
Fax: 03-5440-6554
Product: Eel, Salmon, Shrimp,
Lobster, Crab, Squid, Fish

Kasho Co., Ltd. Tokyo
2-14-9 Nihonbashi,
Chuo-ku, Tokyo 103
Japan
Tel: 03-3276-7630
Fax: 03-3278-8280
Product: Salmon, Shrimp, Lobster,
Crab, Squid, Abalone, Clam, Fish
Roes

Kawasho Corporation
Food Stuff Dept.
World Trade Center Bldg.
2-4-1 Hamamatsu-cho,
Minato-ku, Tokyo 105
Japan
Tel: 03-3578-5645
Fax: 03-3578-5927

Product: Flat Fish, Redfish, Salmon,
Herring Roe, Salmon Roe, Shrimp,
Squid

Kinsho-Mataichi Corporation
2 Shuwa Shinkawa Bldg.
1-24-1 Shinkawa,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3297-7270
Fax: 03-3297-7398
Product: Cod, Mackerel, Sole,
Shrimp

Kobe Yoko Ltd.
4-2-8 Isobe-dori,
Chuo-ku, Kobe,
Hyogo Prefecture 651
Japan
Tel: 078-232-3921
Fax: 078-232-3723
Product: Harvest Fish

Koki Gyorui Co., Ltd.
Dalki Bldg.
7-7-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3543-1091
Fax: 03-3546-1005
Product: Fresh, Chilled, Frozen,
Blackcod, Herring, Ocean Perch,
Salmon, Tuna, Herring Roe, Salmon
Roe, Mackerel

Kosei Trading Ltd.
Hirawada Bldg. No.2
3-2-5 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-5565-5661
Fax: 03-5565-5660
Product: Ground Fish, Herring,
Salmon, Fish Roe

Koyo Co., Ltd.
5-4-19 Shinsho,
Yokkaichi-shi, Mie Prefecture
Japan
Tel: 0593-54-5411
Fax: 0593-54-3447
Product: Salmon, Crab, Redfish

Kurarei Co., Ltd.
1-3-11 Nakasone Higashi,
Kokuraminami-ku, Kitakyushu-shi
Fukuoka 800-02, Japan
Tel: 093-475-1121
Fax: 093-475-2741
Product: Shrimp, Shellfish

Z. Kuroda & Co., Ltd.
4-11-3 Kikawa-Higashi,
Yodogawa-ku, Osaka 532, Japan
Tel: 06-303-1325
Fax: 06-300-3448
Product: Eel, Shrimp (frozen, boiled
or fresh), Salmon (fillet), Clam, Cod,
Surf Clam, Flounder, Red Mullet

Kyoei Shokai Co., Ltd.
6-1-8 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3541-0120
Fax: 03-3541-0645
Product: Salmon, Salmon Roe,
Herring Roe, Snow Crab, Ground
Fish, Sea Urchin

Kyokuyo Co., Ltd.
2-1-2 Marunouchi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3211-0154
Fax: 03-3211-0196
Product: Black Cod, Ground Fish,
Capelin, Herring, Redfish, Salmon,
Surimi, Herring Roe, Salmon Roe,
Shrimp, Lobster, Crab, Squid,
Octopus, Fish Meal

Kyuto Bussan Co., Ltd.
4-4-5 Katakasu,
Hakata-ku, Fukuoka 812
Japan
Tel: 092-411-7404
Fax: 092-473-7664
Product: Seaweed, Shrimp

Maple Foods Co., Ltd.
Room #311
6-7-9 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-5565-7001
Fax: 03-3545-4059
Product: Frozen Lobster, Live
Lobster, Frozen Shrimp

Marubeni Corporation, Tokyo Head
Office
Marine Product Dept.
1-6-1 Ohtemachi,
Chiyoda-ku,
Tokyo 100
Japan
Tel: 03-3282-4701
Fax: 03-3282-9654
Product: Herring, Redfish, Salmon,
Tuna, Surimi, Shrimp, Crab, Squid,
Herring Roe on Kelp, Salmon Roe

Marubeni Corporation, Osaka Head
Office
Marine Product Section
2-5-7 Honmachi,
Chuo-ku, Osaka 541
Japan
Tel: 06-266-2111
Fax: 06-266-4280
Product: Shrimp, Salmon, Salmon
Roe

Marubeni Corporation, Kyushu
Branch
Fukuoka Fuji Bldg.
2-8-49 Tenjin,
Chuo-ku,
Fukuoka 810
Japan
Tel: 092-711-2111
Fax: 092-711-2100
Product: Swimming Crab, Squid

Marubeni Reizo Co., Ltd.
MS Shibaura Bldg. 8FL
4-13-23 Shibaura,
Minato-ku, Tokyo 108
Japan
Tel: 03-3769-0035
Fax: 03-3769-0043
Product: Black Cod, Ground Fish,
Capelin, Cod, Flounder, Halibut,
Herring, Mackerel, Rock Fish,
Salmon, Sole, Capelin Roe, Herring
Roe, Salmon Roe, Lobster, Snow
Crab, Swimming Crab, Octopus,
Abalone

Marudai Sato Suisan Corp.
6-3-20, Nijuyonken 3-jo,
Nishi-ku,
Sapporo City, Hokkaido
Japan
Tel: 011-621-6111
Fax: 011-642-9274
Product: Salmon, Crab, Sea Urchin

Marugen Marine Foods Co., Ltd.
93 Tabata-cho,
Kitami City,
Hokkaido 090
Japan
Tel: 0157-24-8211
Fax: 0157-24-8213
Product: Herring Roe on Kelp

Maruha Corporation
1-1-2 Ohtemachi,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3216-0212
Fax: 03-3216-0316
Product: Capelin, Black Cod, Ground
Fish, Cod, Flounder, Hake, Herring,
Pollack, Salmon, Tuna, Shrimp,
Lobster, Crab, Squid, Octopus,
Abalone

Marukyo Cooperative Ltd.
2-8-3 Sakanamachi,
Ishinomaki, Miyagi Prefecture 986
Japan
Tel: 0225-93-2311
Fax: 0225-96-2158
Product: Ground Fish, Salmon, Fish
Egg

Matsuoka Co., Ltd.
1-10-12 Higashi-Yamatomachi
Shimonoseki City, Yamaguchi Pref.
Japan
Tel: 0832-67-5566
Fax: 0832-67-5286
Product: Black Cod, Eel, Mackerel,
Redfish, Tuna, Surimi, Herring Roe,
Pollack Roe, Salmon Roe, Shrimp,
Lobster, Crab, Squid, Octopus, Dried
Squid, Shells, Seaweed

Meiwa Trading Co., Ltd.
3-3-1 Marunouchi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3240-9388
Fax: 03-3240-9560
Product: Capelin, Eel, Salmon,
Shark, Swordfish, Tuna, Herring Roe,
Salmon Roe, Shrimp, Lobster, Crab,
Squid, Octopus, Hard Clam,
Shortneck Clam, Sea Urchin, Shark

Mikasa Trading Co., Ltd.
Sano Bldg. 6FL
1-19-9 Motoasakusa,
Taito-ku, Tokyo 111, Japan
Tel: 03-3845-7511
Fax: 03-3845-7520
Product: Tuna, Surimi, Pollack Roe

Mitsubishi Corporation
Marine Product Dept.
2-3-1 Marunouchi
Chiyoda-ku, Tokyo 100-86
Japan
Tel: 03-3216-6705
Fax: 03-3210-6726
Product: Capelin, Herring, Salmon,
Tuna, Surimi, Herring Roe, Salmon
Roe, Shrimp, Lobster, Crab, Squid,
Octopus

Mitsui & Co., Ltd.
Marine Product Div.
1-2-1 Ohtemachi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3285-6020
Fax: 03-3285-9909
Product: Capelin, Herring, Swordfish,
Salmon, Tuna, Surimi, Herring Roe,
Salmon Roe, Shrimp, Lobster, King
Crab, Squid, Octopus

Miyoshi Trading Co., Ltd.
Ochiai Bldg. 2FL
7-10-7 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3546-8225
Fax: 03-3546-8227
Product: Black Cod, Redfish,
Salmon, Shrimp, Crab

Mizusaki Shokai K.K.
2-10-3 Muromi,
Sawara-ku, Fukuoka 814
Japan
Tel: 092-821-8888
Fax: 092-712-6868
Product: Sea Urchin, Oyster, Tuna

Momokawa Foods, Inc.
No.18 Yamakyo Bldg. 9FL
2-16-3 Nihonbashi,
Chuo-ku, Tokyo 103
Japan
Tel: 03-3272-7321
Fax: 03-3272-7324
Product: Herring Roe, Herring,
Redfish, Whelk

Muramoto & Co., Ltd.
6-17-4 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3545-5021
Fax: 03-3541-0818
Product: Salmon

New Nippo Corporation
2-1-1 Uchisaiwai-cho,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3506-5376
Fax: 03-3591-3575
Product: All Fishery Product

New Toyo Sea Foods Co., Ltd.
Ishikawa Bldg.
2-20-1 Misakicho,
Chiyoda-ku, Tokyo 101, Japan
Tel: 03-3262-4408
Fax: 03-3263-6947
Product: Black Cod, Cod, Herring
Roe, Shrimp, Lobster, Squid,
Octopus

Nichimen Corporation
Marine Product Dept.
1-13-1 Kyobashi,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3277-8291
Fax: 03-3277-8266
Product: Herring, Salmon, Sea Trout,
Tuna, Shrimp, Lobster, Crab, Squid,
Abalone

Nichimo Co., Ltd.
Nippon Bldg.
2-6-2 Ohtemachi,
Chiyoda-ku, Tokyo
Japan
Tel: 03-3245-4791
Fax: 03-3245-4964
Product: Sea Urchin

Nichinan Co., Ltd.
Honikeda Bldg. 8FL.
3-35-9 Higashi-Ueno
Taito-ku, Tokyo 110
Japan
Tel: 03-5818-6561
Fax: 03-5818-6521
Product: Lobster

Nichirei Corporation
Marine Product No.3,
Marine Product Div.
6-19-20 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3248-2222
Fax: 03-3248-2159
Product: Ground Fish, Capelin,
Herring, Redfish, Salmon, Smelt,
Tuna, Surimi, Herring Roe, Salmon
Roe, Shrimp, Prawn, Lobster, Crab,
Squid

Nichiro Corporation
1-12-1 Yurakucho,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3240-6211
Fax: 03-3287-2326
Product: Herring, Redfish, Salmon,
Sea trout, Tuna, Herring Roe,
Salmon Roe, Shrimp, Lobster, Crab,
Squid

Nippon Suisan Kaisha, Ltd.
2-6-2, Ohtemachi,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3244-7210
Fax: 03-3244-7269
Product: Black Cod, Cod, Flounder,
Halibut, Herring, Mackerel, Pollack,
Redfish, Salmon, Trout, Tuna,
Herring Roe, Pollack Roe, Salmon
Roe, Surimi, Shrimp, Prawn, Lobster,
Crab, Squid, Octopus, Shellfish, Fish
Meal, Fish Oil

Nissho Iwai Corporation, Tokyo
Marine Product Dept.
2-4-5 Akasaka,
Minato-ku, Tokyo 107
Japan
Tel: 03-3588-3991
Fax: 03-3588-4860
Product: Tuna, Shrimp, Lobster,
Crab, Squid, Octopus, Shark Fin

Nissho Iwai Corporation, Osaka
Foodstuff Dept.
2-5-9 Imabashi,
Chuo-ku, Osaka 541
Japan
Tel: 06-209-4461
Fax: 06-209-3811
Product: Dried Squid

Nittetsu Shoji Co., Ltd.
Toshiba Bldg.
1-1-1 Shibaura,
Minato-ku, Tokyo 105, Japan
Tel: 03-3798-2933
Fax: 03-3798-2187
Product: Surimi, Crab, Halibut, Tuna,
Salmon Roe, Sea Urchin

Nitto Shoji, Ltd.
Foodstuff Dept.
6-5-5 Namiyoke,
Minato-ku, Osaka 552, Japan
Tel: 06-583-7521
Fax: 06-583-7524
Product: Live Lobster, Cooked
Lobster, Live Dungeness Crab,
Chilled Atlantic Salmon, Fresh Dover
Sole, Fresh Turbot, Monkfish Tail,
Orange Roughy Fillet, Frozen Shrimp

Nomura Trading Co., Ltd.
Tokyo Marine Product Dept.
2-2-1 Yaesu,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3277-4766
Fax: 03-3274-3803
Product: Black Cod, Capelin, Dab,
Flounder, Herring, Mackerel, Redfish,
Salmon, Scad, Sea Trout, Smelt,
Witch, Capelin Roe, Cod Roe,
Herring Roe, Pollack Roe, Salmon
Roe, Northern Shrimp, Shrimp,
Lobster, Crab, Squid, Octopus,
Abalone, Clam

Nousui Cooperation
3-2-1 Tamagawa,
Fukushima-ku, Osaka 553, Japan
Tel: 06-443-8653
Fax: 06-443-0925
Product: Black Cod, Salmon, Herring
Roe, Salmon Roe, Shrimp, Crab,
Octopus

Nozaki & Co., Ltd.
7-16-19 Ginza,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3542-9221
Fax: 03-3545-2006
Product: Black Cod, Ground Fish,
Capelin, Mackerel, Redfish, Salmon,
Sea Trout, Tuna, Capelin Roe,
Herring Roe, Salmon Roe, Shrimp,
Lobster, Crab, Squid, Octopus,
Abalone, Sea Urchin

Ogawa Shoten Co., Ltd. Tokyo
c/o Seibu Koku Kanda Office
1-3-8 Iwamoto-cho,
Chiyoda-ku, Tokyo, Japan
Tel: 03-3865-0030
Fax: 03-3851-5158
Product: Sea Urchin

Okaya & Co., Ltd.
Ohtemachi Bldg. 3FL.
1-6-1 Ohtemachi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3214-8732
Fax: 03-3214-8738
Product: Ground Fish, Herring,
Salmon, Herring Roe, Salmon Roe,
Shrimp, Lobster, Crab

Okura & Co., Ltd.
Foods & Provisions Dept.
5F Okura-bekkan Bldg.
3-4-1 Ginza,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3566-6580
Fax: 03-3566-2873

Product: Black Cod, Capelin,
Flounder, Halibut, Herring, Mackerel,
Ocean Perch, Redfish, Rock Sole,
Salmon, Sea Trout, Smelt, Capelin
Roe, Herring Roe, Salmon Roe,
Shrimp, King Crab, Snow Crab

Osaka Uoichiba Co., Ltd.
1-1-86 Noda,
Fukushima-ku, Osaka City 533
Japan
Tel: 06-469-2072
Fax: 06-469-2168
Product: Crab, Lobster, Salmon,
Trout, Herring, Herring Roe, Halibut,
Flounder, Mackerel

Pacific Trading Corporation
2-9 Kanda-Sudacho,
Chiyoda-ku, Tokyo 101
Japan
Tel: 03-5256-8365
Fax: 03-3255-2968
Product: Ocean Perch, Black Cod,
Ground Fish

Pegasus Foods Japan, Inc.
Suisankaikan 1FL.
5-9 Toyomi-cho,
Chuo-ku, Tokyo 194
Japan
Tel: 03-3532-1031
Fax: 03-3532-1479
Product: Ground Fish, Salmon, Crab,
Fish Roe

Ras Super Fries Co., Ltd.
8-4-5 Nishi-Shinjuku,
Shinkuku-ku, Tokyo
Japan
Tel: 03-3366-0911
Fax: 03-3366-1144
Product: Lobster (live and frozen),
Surfclam, Dungeness Crab, Monkfish
Liver

Sanshin Trading Co., Ltd.
6-2 Hakataeki Chuogai,
Hakata-ku, Fukuoka 812
Japan
Tel: 092-451-0311
Fax: 092-472-2949
Product: Eel

Sanyo Trading Co., Ltd.
2-11 Kanda-Nishikicho,
Chiyoda-ku, Tokyo 101
Japan
Tel: 03-3233-5882
Fax: 03-3233-5917
Product: Shrimp, Crab, Clam,
Mackerel, Octopus, Salmon Roe,
Herring Roe, Capelin Roe, Pollack
Roe

Schooner Co., Ltd.
Akasaka 7th Avenue Bldg.
7-10-20 Akasaka,
Minato-ku, Tokyo
Japan
Tel: 03-3587-0021
Fax: 03-3587-1500
Product: Shrimp, Surf Clam

Schooner Trading Corporation
Tomizen Bldg., 2-11-4 Ginza,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3545-6301
Fax: 03-3545-8670
Product: Capelin, Flat Fish, Herring,
Mackerel, Redfish, Herring Roe,
Shrimp, Crab, Squid

Shibamoto & Co., Ltd.
1-1-12 Minato,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3552-4231
Fax: 03-3552-4877
Product: Black Cod, Salmon, Herring
Roe, Salmon Roe, Shrimp, Squid

Shibata Co., Ltd.
4-47-5 Noke,
Sawara-ku, Fukuoka 811-11
Japan
Tel: 092-862-3261
Fax: 092-862-3298
Product: Abalone, Sea Urchin,
Scallop, Lobster

Shin Nihon Global Inc.
SK Bldg. 3FL.
1-13-19 Shintomi,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3555-3600
Fax: 03-3555-3601
Product: Black Cod, Flounder,
Herring, Mackerel, Redfish, Salmon,
Herring Roe, Salmon Roe, Shrimp,
Crab, Sea Urchin

Shin Nishoku Co., Ltd.
SN Bldg.
3-3-19 Kachidoki,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3533-7911
Fax: 03-3533-2044
Product: Salmon, Black Cod, Snow
Crab, Prawn

Shinyei Kaisha
77-1 Kyomachi,
Chuo-ku, Kobe 650, Japan
Tel: 078-392-6865
Fax: 078-332-3127
Product: Smelt, Squid, Crab, Whelk,
Clam, Abalone, Other Shellfish,
Shrimp, Lobster, Oyster, Clam

Sho-ei Pack Co., Ltd.
Nakanishi Bldg.
11-8 Kobunacho, Nihonbashi
Chuo-ku, Tokyo 103, Japan
Tel: 03-3664-4181
Fax: 03-3664-4188
Product: Sea Urchin

Showa Boeki Co., Ltd.
International Division
1-18-27 Edobori,
Nishi-ku, Osaka 550, Japan
Tel: 06-441-8121
Fax: 06-444-6060
Product: Sea Urchin, Shellfish

Sudoh Shoji Ltd.
3-3-19 Kachidoki,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3533-7303
Fax: 03-3531-4433
Product: Salmon, Salmon Roe,
Herring Roe, Sea Urchin

Suichoku Co., Ltd.
1-4-50 Nonomiya,
Ibaraki-shi, Osaka 567
Japan
Tel: 0726-36-1033
Fax: 0726-36-1044
Product: Eel, Salmon

Sumikin Bussan Kaisha, Ltd.
Food Product Dept.
Sumitomoseimei Aoyama Bldg.
3-1-30 Minami-Aoyama,
Minato-ku, Tokyo 107, Japan
Tel: 03-3478-9185
Fax: 03-3478-9463
Product: Salmon, Tuna, Shrimp,
Lobster, Squid, Sea Urchin, Shellfish

Sumitomo Corporation (SC Marine
Product Co.,Ltd.)
Ginza East Bldg. 7FL.
7-16-14 Ginza,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3543-4910
Fax: 03-3545-3458
Product: Black Cod, Ground Fish,
Herring, Ocean Perch, Salmon,
Smelt, Herring Roe, Salmon Roe,
Shrimp, Lobster, Crab, Squid

Sumitomo Corporation, Osaka
Marine Product Section
4-5-23 Kitahama,
Chuo-ku, Osaka 541, Japan
Tel: 06-220-6828
Fax: 06-220-7770
Product: Shrimp, Mackerel

Suzuki Shoten Co., Ltd.
101 Edo-machi, Chuo-ku, Kobe,
Hyogo Prefecture 650, Japan
Tel: 078-321-5510
Fax: 078-331-1190
Product: Pink Salmon (fresh or
frozen), King Salmon, Catfish, Clam

Taito Seiko Co., Ltd.
1-1-21 Higashi-Shimbashi
Minato-ku, Tokyo 105, Japan
Tel: 03-3572-3235
Fax: 03-3571-7881
Product: Capelin, Herring, Redfish,
Tuna, Fish Roe, Squid

Taizan Shokuhin Shoko Co., Ltd.
1-2-23 Sangenjaya,
Setagaya-ku, Tokyo 154
Japan
Tel: 03-3487-5555
Fax: 03-5486-6933
Product: Salmon, Dungeness Crab

Takaei Trading Co., Ltd.
6-22-4 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-4791
Fax: 03-3542-4794
Product: Swordfish, Shark, Tuna

Takeichi & Co., Ltd.
Fujimoto Bldg. 2FL.
3-12-6 Nihonbashi Kayaba-cho
Chuo-ku, Tokyo 103
Japan
Tel: 03-3669-9252
Fax: 03-3669-3540
Product: Herring, Mackerel, Redfish,
Herring Roe, Shrimp, Lobster, Crab,
Squid

The Marine Foods Corporation
3-13-1 Shibaura,
Minato-ku, Tokyo 108
Japan
Tel: 03-3452-8121
Fax: 03-3452-8912
Product: Cod, Pollack, Salmon,
Surimi, Salmon Roe, Shrimp, Squid,
Octopus, Abalone, Scallop, Seaweed

Tobo Company Limited
2-14 Oto-cho, Atsuta-ku
Nagoya-shi, Aichi Prefecture
Japan
Tel: 052-682-6122
Fax: 052-681-3030
Product: Fresh and Frozen Seafoods

Toei Reefer Line, Ltd.
Kokusai Hamamatsucho Bldg. 6FL.
1-9-18 Kaigan,
Minato-ku, Tokyo 105
Japan
Tel: 03-3438-3203
Fax: 03-3437-6176
Product: Tuna, Squid

Toho Corporation
Marine Product Import/Export
Section
5-6-5 Itachibori,
Nishi-ku, Osaka 550
Japan
Tel: 06-531-3631
Fax: 06-543-0470
Product: Snow Crab, Bluefin Tuna,
Flounder, Lobster

Tohto Suisan Co., Ltd.
5-2-1 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3541-5264
Fax: 03-3541-6239
Product: Fresh Fish, Frozen Fish,
Salted Fish Roe

Tokume, Ltd.
4-2-6 Hachiman-dori,
Chuo-ku, Kobe 651
Japan
Tel: 078-221-8181
Fax: 078-221-8190
Product: Sea Urchin

Tokusho & Co., Ltd.
15-4 Nagahama,
Chuo-ku, Fukuoka 810
Japan
Tel: 092-711-1788
Fax: 092-721-4548
Product: Lobster (frozen), Shrimp,
Surimi, Scallop

Tokusui Co., Ltd.
Tokyo Suisan Bldg. 5FL.
4-18 Toyomicho,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3533-5131
Fax: 03-3533-5173
Product: Black Cod, Salmon, Tuna,
Shrimp, Crab, Clam

Tokusui Trading Corporation
Tokyo Suisan Bldg. 5FL.
4-18 Toyomicho,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3531-8161
Fax: 03-3531-8167
Product: Tuna

Tokyo Hamasho Co., Ltd.
Ikeda Bldg.
7-11-8 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-5565-1317
Fax: 03-5565-1320
Product: Salmon, Herring Roe

Tokyo Maruichi Shoji Co., Ltd.
2-16-9 Uchikanda,
Chiyoda-ku, Tokyo 101, Japan
Tel: 03-3256-1121
Fax: 03-3256-1254
Product: Capelin, Cod, Herring,
Ocean Perch, Pollack, Salmon,
Smelt, Capelin Roe, Cod Roe,
Herring Roe, Pollack Roe, Salmon
Roe, Shrimp, Squid, Abalone, Clam

Tokyo Seafoods Ltd.
Saiesta Bldg. 5FL.
2-14-5 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-5565-3511
Fax: 03-5565-3524
Product: Black Cod, Herring,
Mackerel, Redfish, Salmon, Tuna,
Cod Roe, Herring Roe, Salmon Roe,
Shrimp, Crab, Squid, Octopus

Tomen Corporation, Tokyo
Marine Product Dept.
Kokusai Shin-Akasaka Bldg.
6-1-20 Akasaka,
Minato-ku, Tokyo 107, Japan
Tel: 03-3588-6905
Fax: 03-3588-9996
Product: Capelin, Flounder, Herring,
Mackerel, Redfish, Salmon, Sole,
Capelin Roe, Herring Roe, Salmon
Roe, Shrimp, Lobster, Crab, Squid,
Octopus, Abalone, Sea Urchin

Tomen Suisan Co., Ltd.
4-14-11 Ginza,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3542-3721
Fax: 03-3546-9018
Product: Salmon, Shrimp, Squid

Tonichi Company Ltd.
SK Bldg. 8FL.
4-13-4 Hatchobori,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3555-1021
Fax: 03-3555-0157
Product: Frozen Lobster, Snow
Crab, Surf Clam, Monkfish Liver

Toshoku Ltd.
Marine Product Group
2-4 Nihonbashi Muromachi,
Chuo-ku, Tokyo 103
Japan
Tel: 03-3245-2184
Fax: 03-3245-2393
Product: Tuna, Squid, Nori seaweed,
Wakame Seaweed

Toshoku Seafoods Ltd.
Sumitomo Tsukiji Bldg.
5-4-14 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3541-1171
Fax: 03-3546-0491
Product: Black Cod, Herring,
Mackerel, Salmon, Tuna, Herring
Roe, Salmon Roe, Shrimp, Lobster,
Crab, Squid

Towa Foods Co., Ltd.
2-1, North 3,
East 3-jo, Nishishoro,
Shiranuka-cho, Shiranuka-gun
Hokkaido 088-05, Japan
Tel: 01547-5-2014
Fax: 01547-5-2329
Product: Herring, Salmon, Herring
Roe, Salmon Roe

Toyo Suisan Kaisha, Ltd.
Fish Business Dept.
2-13-40 Kohnan,
Minato-ku, Tokyo 108
Japan
Tel: 03-3458-5161
Fax: 03-3474-8900
Product: Capelin, Eel, Ground Fish,
Mackerel, Salmon, Herring Roe,
Salmon Roe, Shrimp, Crab, Wakame
Seaweed

Toyota Tsusho Corporation
Foodstuff Dept.
2-3-18 Kudanminami,
Chiyoda-ku, Tokyo 102
Japan
Tel: 03-3230-8081
Fax: 03-3230-8042
Product: Capelin, Black Cod,
Herring, Mackerel, Redfish, Salmon,
Tuna, Shrimp, Lobster, Squid,
Wakame Seaweed

Watarai Co., Ltd.
1-7-10 Shinhamacho,
Shiogama, Miyagi Pref. 985
Japan
Tel: 022-364-0355
Fax: 022-365-5799
Product: Cod, Black Cod, Flat Fish,
Redfish, Sole

CANADIAN EMBASSY

7-3-38 Akasaka,
Minato-ku,
Tokyo 107, Japan
Tel: (011-81-3) 3408-2101
Fax: (011-81-3) 3470-7280/3479-5320
Contact: Mr. Ezio DiEmanuele

JORDAN

Jordan's only outlet to the sea is the Gulf of Aqaba. Fishing in Aqaba has been declining steadily and quantities caught are hardly sufficient to cover the local community. Thus, seafood products are mainly imported fresh from Yemen, from where there are frequent flights. Lobster, shrimp and other delicacies are imported frozen and are usually to be found in large supermarkets and luxury hotels. In both cases, the supermarkets and hotels import the seafood directly.

Mr. A. Mamduh Abu-Hassau
P.O. Box 665
Amman,
Jordan
Tel: 962-6-627801
Fax: 962-6-627803
Product: frozen lobster, shrimp,
other seafood delicacies

Khalaf Supermarket
P.O. Box 586
Amman,
Jordan
Tel: 962-6-625140
Contact: Mr. Maurice Khalaf
Product: frozen lobster, shrimp,
other seafood delicacies

Hotel Inter-Continental Jordan
P.O. Box 35014
Amman, Jordan
Tel: 962-6-641361
Fax: 962-6-645217
Contact: Mr. S. Bartes
Product: frozen lobster, shrimp,
other seafood delicacies

Mr. George Noursi
P.O. Box 611044
Amman,
Jordan
Tel: 962-6-816796
Fax: 962-6-826298
Product: frozen lobster, shrimp,
other seafood delicacies

Safeway International
P.O. Box 960650
Amman,
Jordan
Tel: 962-6-685311
Fax: 962-6-685350
Product: frozen lobster, shrimp,
other seafood delicacies

Marriott Hotel
P.O. Box 926333
Amman, Jordan
Tel: 962-6-607607
Fax: 962-6-670100
Contact: Mr. R. Coppleman
Product: frozen lobster, shrimp,
other seafood delicacies

CANADIAN EMBASSY
Pearl of Shmeisani Building
Shmeisani, Amman
Hashemite Kingdom of Jordan
P.O. Box 815403
Tel:(011-962-6) 666-124/5/6
Fax:(011-962-6) 689-227
Contact: Mr. Shahid Museitif

LEBANON

Fisheries has always been a traditional sector for Lebanon and the trade enjoyed comfortable standards with the prices of seafood higher than any other country in the region. This was the case until a few years after the commencement of the civil war, the Mediterranean was rumoured to be polluted and fish not fit for human consumption. This has affected the industry greatly and for some time fresh seafood was a rare commodity. After the cessation of the civil strife, the Lebanese business men started to import seafood in addition to small quantities caught locally. Imported seafood is usually frozen and restricted to the more expensive varieties.

Spinneys Lebannon S.A.L.
Verdun-Chili St., Kholeilat Building
Beirut, Lebanon
Tel:(961-1) 814413/863230/805667
Fax:(961-1) 860076
Product: frozen seafood

Food & Food
P.O. Box 14-5612
Beirut,
Lebanon
Tel:(961-1) 30355/304114/304988
Product: frozen seafood

The Summerland Hotel
Beirut,
Lebanon
Tel:(961-1) 304830/865151/863844
Fax:(961-1) 863163
Product: frozen seafood

Al-Tamween
Mohammad H. Salch for Trading
P.O. Box 135179
Beirut, Lebanon
Tel:(961-1)-811932/813255
Product: frozen seafood

CANADIAN EMBASSY
Pearl of Shmeisani Building
Shmeisani, Amman
Hashemite Kingdom of Jordan
P.O. Box 815403
Tel:(011-962-6) 666-124/5/6
Fax:(011-962-6) 689-227
Contact: Mr. Shahid Museitif

MALAYSIA

The Malaysian seafood industry has been experiencing steady growth in the last 5 years. In 1992, imports of fish and seafood products into Malaysia amounted to Cdn\$ 291 million. Product import categories are fresh, chilled and frozen fish (Cdn\$ 182.9 million), sardines (Cdn\$ 24.3 million), prawns/shrimps (Cdn\$ 43.7 million), crabs (Cdn\$ 14.5 million) while Malaysian exports are mainly in frozen and canned seafood products.

Malaysia's main trading partner in the seafood sector is Thailand which contributes about 47 percent or Cdn\$ 137.9 million of the total seafood imports valued at Cdn\$ 291 million in 1992. Their exported products to Malaysia are crabs, shrimps and prawns, cuttle fish and squid, mackerel and other marine fish. Other main trading partners for Malaysia are Japan, Australia, Singapore, Indonesia and New Zealand.

Canadian exports to Malaysia in this sector have been small but increasing. Canada's main exports to Malaysia are lobster, salmon and oysters which are favoured and highly regarded by major restaurants and hotels in Malaysia for their quality. Besides concentrating on the traditional seafood products, Canadian exporters should also consider exporting fresh/frozen shrimps and canned crabs and squids.

Ben Foods (M) Sdn Bhd
Lot 4 & 6,
Jalan SS 13/6
Subang Jaya Industrial Estate
47500 Petaling Jaya, Selangor
Malaysia

Tel:(03) 734-5901
Fax:(03) 734-5898
Contact: Ms. Sue Thong
Product: canned tuna/sardine, other
canned products

The Malayan Refrigerating Sdn
Lot #1050,
Jalan Dua,
Selayang Baru,
68100 Batu Caves, Selangor,
Malaysia

Tel:(03) 618-8040
Fax:(03) 618-9533
Contact: Jeffery Tan, Manager
Product: frozen, chilled fish, seafood,
lobster, oysters, other crustacean
products

Blue Pacific Enterprise
Lot G.70,
Wisma Stephen
Jalan Raja Chulan
50200 Kuala Lumpur, Malaysia
Tel:(03) 242-5051
Fax:(03) 254-3564
Contact: Johan Tung
Product: live lobster

Pok Brothers (M) Sdn Bhd
12 Jalan tukul 16/5
40000 Shah Alam,
Malaysia

Tel:(03) 550-5030
Fax:(03) 550-5680
Contact: Lawrence Pok
Product: frozen, chilled, fish,
seafood, crustaceans

Butterworth Iceworks Sdn Bhd
4402 Chain Ferry Road
12100 Butterworth
Penang,
Malaysia

Tel:(04) 346-744
Fax:(04) 319-804
Contact: Saw Hai Earn
Product: frozen, chilled shrimp, crab,
crab meat, squid, octopus, canned
sardine, tuna, canned tuna, other
seafood products

Asia Marine Product Sdn Bhd
15 Lebu Raya Petai
Pandamaran Industrial Estate
42000 Port Kelang
Selangor,
Malaysia

Tel:(03) 368-9806
Fax:(03) 368-3557
Contact: Mr. Wang
Product: prawns, crab meat, other
seafood products

**Tropical Canning Corporation Sdn
Bhd**
14 Danby Street
14000 Bukit Mertajam
Penang
Malaysia

Tel:(04) 511-061
Fax:(04) 593-292
Contact: Tan Boon Soo
Product: frozen tuna, sardines, other
pelagic products

Seafood Distributors (M) Sdn
22 Jalan 21/11B,
S.E.A Park
46300 Kuala Lumpur,
Malaysia

Tel:(03) 775-2609
Fax:(03) 775-2615
Contact: Doris Teo, Manager
Product: fresh, frozen, dried, chilled,
salmon, lobster, fish, seafood,
scallop, oysters

Pacific Shore Finefood Sdn
21 Jalan 7/70A
Taman Sri Hartamas
50480 Kuala Lumpur,
Malaysia

Tel:(03) 254-5300
Fax:(03) 254-9780
Contact: S. Yeoh Beng Hoe
Product: frozen, chilled, fish, other
seafood products

Juri Bekal (M) Sdn Bhd
356-C, Tingkat 3
Batu 2 1/2 Jalan Ipoh
51200 Kuala Lumpur,
Malaysia
Tel:(03) 443-7162
Fax:(03) 443-6399
Contact: Dr. Santhirakesu,
Product: frozen seafood

Barkath Marine Product Sdn
189 Jalan Sungai Pinang
10050 Penang
Malaysia
Tel:(04) 626-255
Fax:(04) 612-925
Contact: T.M. A. Jabbar, Director
Product: frozen shrimp, other
seafood products

Cold Storage Trading Berhad
9th Fl., Jaya Shopping Centre
Jalan Semangat
46100 Petaling Jaya
Selangor, Malaysia
Tel:(03) 758-8888
Fax:(03) 758-1291
Contact: Ahmad Abu Bakar
Product: chilled/frozen

CANADIAN HIGH COMMISSION
Plaza MBF, 7th Floor
Jalan Ampang
50450 Kuala Lumpur
Federation of Malaysia
P.O. Box 10990
Tel:(011-60-3) 261-2000
Fax:(011-60-3) 261-3428/1270
Contact: Mr. Randall Liew

PAKISTAN

Due to local dietary habits, seafood is limited to coastal areas and only fresh seafood is consumed. The Pakistan domestic seafood catch is obtained from the Arabian Sea near Karachi, most of it is consumed locally and the balance is processed almost entirely for export. The local Pakistan market price of seafood is relatively low. However, imports of frozen fish and processed seafood are subject to high tariffs (80% import duty and a 15% sales tax).

CANADIAN HIGH COMMISSION**Diplomatic Enclave****Sector G-5****Islamabad****Islamic Republic of Pakistan****Tel:(011-92-51) 211-101-4****Fax:(011-92-51) 211-540****Contact: Mr. Waheed Khan**

PHILIPPINES

Imports of fish, whether fresh or frozen are mainly by canning factories. Thus an entry strategy for foreign seafood suppliers would be through contracts with the firms in this directory. There are no import quotas or volume restrictions on marine animals (with the exception of certain dangerous species of fish) and products. However, tariff duties are levied on these imports based on species type and product preparation.

Bureau of Fish & Aquatic Res.
880 Quezon Avenue,
Quezon City, Metro Manila
Philippines
Tel: 922-21-97
Fax: 98-85-17
Contact: Guillermo L. Morales
Product: seafood

Philippine Fisheries Development
Authority
373 Quezon Avenue
Quezon City, Philippines
Tel: 911-39-25
Fax: 911-39-49
Contact: M.I. Sarmiento, Jr.
Product: seafood

Frabelle Fishing Corporation
235 North Bay Boulevard
Navotas, Metro Manila
Philippines
Tel: 23-16-51
Fax: 22-12-01
Contact: Francisco Tiu Laurel
Product: seafood

RBL Fishing
925 M. Naval Street
Navotas, Metro Manila
Philippines
Tel: 23-40-71
Fax: 22-32-76
Product: seafood

Southeast Asian Fisheries
Development (SEAFDEC)
State Financing Building
Mandaluyong, Metro Manila
Philippines
Tel: 924-55-11
Fax: 924-55-11 to 13
Contact: Dr. Efen Flores

Inter-Island & Deep-Sea Fishing
Association
Navotas Fishery Port Complex
Navotas, Metro Manila
Philippines
Tel: 23-30-38
Fax: 23-91-49
Contact: Alonso Tan
Product: seafood

San Miguel Fish Industries Inc.
2614 Suez cor. Kakarong Sts.
Makati,
Metro Manila
Philippines
Tel: 85-10-91
Fax: 86-35-01
Contact: Andres Soriano III
Product: seafood

Permex Producer/Exporter
Suite 4F, Vermont Towers
Malate, Metro Manila
Philippines
Tel: 50-58-56
Fax: 522-21-04
Contact: T.C. Tan, President
Product: seafood

RFM Tuna Corporation
Pioneer St. cor. Sheridan St.
Mandaluyong, Metro Manila
Philippines
Tel: 631-81-01
Fax: 631-50-39/631-50-07
Product: seafood

CANADIAN EMBASSY
11th Floor, Allied Bank Centre
6754 Ayala Avenue
Makati, Metro Manila
Republic of the Philippines 1200
Tel:(011-63-2) 815-9536
Fax:(011-63-2) 810-1699/815-9595
Contact: Mr. Byron C. Lee

RUSSIA

The Russian Market for fish and seafood products is quite different from what it was in the Soviet centralised system. The number of outlets has increased, as well as the variety of outlets. At one end, the market demand exceeds supply and the potential for medium and low priced fish/seafood products intended for general consumption is almost unlimited. At the other end, there is a smaller but growing market for higher end products sold to western style restaurants, hotels and shops selling almost exclusively imported products. The main species imported are; herring (mostly salted in barrels), sardines in oil, canned herring in sauce, sardines in tomato sauce, fillets of cod and tuna, canned tuna, live and frozen lobster, scallops, shrimp and molluscs mostly find their way to hotels, restaurants and western style grocery stores. While looking at the market potential, exporters should keep in mind that logistics and distribution can be difficult, funds are often lacking and the business environment is evolving. It is expected that the average tariff rate will be increased, probably doubled.

Firm "Produkty"
("Prodintorg")
32/34 Smolenskaya/Sennaya
Moscow 121200, Russia
Tel:(095) 244-3482
Fax:(095) 244-2629
Contact: Vyacheslav V. Kungurtsev
Product: seafood

Rosprodimport Corporation
2-7/10 Marx-Engels Street
Moscow 121019,
Russia
Tel:(095) 203-2437
Fax:(095) 291-6130
Contact: Kirill A. Avdeev
Product: seafood

Firm "Moreprodukty"
(Joint Stock Company Sovrybflot)
9 Rozhdestvensky Blvd.
Moscow 103045, Russia
Tel:(095) 208-4057/925-4983/925-
5456
Fax:(095) 230-2730
Product: seafood

Scorpio Company Ltd.
Entr. 7, 17 Marshala Grechko
Prospect
Moscow 121357, Russia
Tel:(095) 449-8894, 445-4949/3920
Fax:(095) 449-8922
Product: seafood

Products International
10 B. Gnezdnikovsky Per.
Moscow 103009,
Russia
Tel:(095) 229-8290
Fax:(095) 229-8332
Product: seafood

CANADIAN EMBASSY
Starokonyushenny Pereulok 23
Moscow 12100
Russian Federation
Tel:(011-7-095) 241-5070
Fax:(011-7-095) 241-9034
Contact: Miss Irina Litvinova

SAUDI ARABIA

The domestic seafood market in Saudi Arabia is quite substantial with total imports of approximately 25,000 tonnes per year. It is believed that the demand for imports will increase over the next few years due to a growing national population, shifting tastes and preferences, and the proliferation of supermarkets and expatriates who make up a sizeable portion of the domestic market for seafood.

Al Entisar Trading Est.
P.O. Box 16627,
Riyadh 11474
Saudi Arabia
Tel:(1) 462-3369
Fax:(1) 465-6659
Contact: Mr. Isaac Sakka, General
Manager
Product: Salmon, Fresh Fish, Frozen
Cod, Haddock Fillet, Rainbow Trout,
Frozen Shrimp

Arabian Food Supplies
P.O. Box 1400, Jeddah 21431
Saudi Arabia
Tel:(2) 651-4284
Fax:(2) 651-28546
Contact: Mr. Magdi Yacoub, General
Manager
Product: Canned Tuna, Sardines,
Crab Meat, Salmon, Shrimp,
Anchovies, Herrings, Mackerel,
Frozen Fish Fingers, Kipper Frozen
Fillet, Frozen Haddock

CANADIAN EMBASSY
Diplomatic Quarter
Riyadh 11693
Kingdom of Saudi Arabia
P.O. Box 94321
Tel:(011-966-1) 488-2288
Fax:(011-966-1) 488-0137
Contact: Mr. Joe Fakhri

Al-Jufailah Corporation
P.O. Box 13951,
Jeddah 21414, Saudi Arabia
Tel:(02) 665-4782/6658945
Fax:(02) 667-3501
Contact: Mr. Ayaz A. Shaikh
Product: Frozen Shrimp, Tilapia,
Mackerel, Herrings, Frozen Fish

Sunbulah Food & Fine Pastries Mfg.
Co. Ltd.
P.O. Box 8950, Jeddah 21492
Saudi Arabia
Tel:(02) 636-8485/636-4469
Fax:(02) 636-4950
Contact: Ibrahim Yousef Kurdi
Product: Frozen Fish Fingers

Basamh Trading Company
P.O. Box 427, Jeddah 21411
Saudi Arabia
Tel:(02) 660-6668
Fax:(02) 660-1544
Contact: Salem A.S. Basamh
Product: Frozen Fish Fingers

General Trading Company
P.O. Box 1520,
Al-Khobar 31952, Saudi Arabia
Tel:(03) 857-5622
Fax:(03) 857-5834
Contact: Mr. James Reid
Product: Canned Seafood, Frozen
Cod, Herrings, Haddock Fillets,
Salmon

Sands Corporation
P.O. Box 7030,
Jeddah
Saudi Arabia
Tel:(02) 682-1863
Fax:(03) 682-7939
Contact: Mr. Ghazi Nourallah
Product: Smoked Salmon, Other
Specialty Products

Al-Nujaidi Est.
P.O. Box 53649,
Riyadh 11593
Saudi Arabia
Tel:(01) 476-1475
Fax:(01) 473-0221
Contact: Mr. Shafaat Ali Khan,
Director Marketing
Product: Fresh, Frozen, Chilled,
Dried, Salmon, Trout, Cod, Other
Fish, Seafood, Haddock, Prawns,
Herring

Le Gourmet Trading Company
(Saudi Arabia Market)
Carezma International S.A.
353, rue de la Tour
Centra 127,
94566 Rungis Cedex,
France
Tel:46 86 77 79
Fax:46 86 75 19
Contact: Mr. Nabil Al-Turk,
General Manager
Product: Smoked Salmon, Caviar

SINGAPORE

With a sound and expanding economy, Singapore has a population of only 2.8 million people and enjoys one of the highest per capita incomes in Asia, second only to Japan. This dynamic growth is also reflected in the seafood industry, where total imports average over Cdn\$ 700 million/year in the last three years. The local market for seafood is fairly large with a per capita consumption of 32 kgs, making it one of the highest seafood consumers in Asia. Although consumption of seafood in general has taken on a healthy trend, statistics indicate that Canada's share of the import market is small. Canada's range of products are classified under the temperate species, of which consumption is minimal in this region. The most popular species consumed in this region are; black and white pomfret, spanish mackerel, golden snapper, hard tail, coral fish sea bream, dorab and cultured species such as sea bass and grouper. Seafood products that are in demand are the exotic high value varieties like tuna, salmon, lobster, geoduck, abalone, oysters and dried squid.

Ben Foods (S) Pte Ltd
230B Pandan Loop, Singapore 0512
Tel: 778-6655
Fax: 777-2869
Contact: Mr. Charles Ong, Manager
Product: seafood

Euraco FineFood Pte Ltd
Blk 219 Henderson Rd #01-03
Henderson Industrial Park
Singapore 0315
Tel: 276-5433
Fax: 276-2978
Contact: Mr. Sebastian Tan, Director
Product: seafood

Fisheries Products Pte Ltd
Block #20, Pandan Loop #01-149
Singapore 0512
Tel: 778-2811
Fax: 774-3117
Contact: Ms. Diana Wong, Manager
Product: seafood

Sintra Marine International Pte
465 Alexandra Road #14-00
NOL Building, Singapore 0511
Tel: 279-0752
Fax: 278-9938
Product: seafood

CANADIAN HIGH COMMISSION
IBM Towers, 14th Floor
80 Anson Road, Singapore 0207
Republic of Singapore
P.O. Box 845
Tel:(011-65) 225-6363
Fax:(011-65) 226-1541
Contact: Mr. Peter C.M. Ho

Global Fisheries Pte Ltd
1 Second Chin Bee Road
Jurong, Singapore 2261
Tel: 264-0984
Fax: 264-0974
Contact: Mr. Ngiap Whay Loy
Product: seafood

Hock Bee Frozen Food Enterprise
10 Fishery Port Road
Singapore 2261
Tel: 268-9144
Fax: 265-3609
Contact: Mr. Thomas Peh, Director
Product: seafood

Kaiyen Co Pte Ltd
Blk 21 Pandan Loop #01-167
Singapore 0512
Tel: 779-1772
Fax: 779-6166
Contact: Mr. Raymond Lim
Product: seafood

Tenneco Pte Ltd
121 Defu Lane 10, Singapore 1953
Tel: 282-8655
Fax: 282-8751
Contact: Mr. Hai Yong Tan, Director
Product: seafood

Pan Seas Enterprises (Pte) Ltd
35B Fishery Port Road
Singapore 2261
Tel: 264-2233
Fax: 265-0839
Contact: Mr. Arthur Seit, Director
Product: seafood

Seafood Distributors (S) Pte
48 Hillview Terrace #01-06
Hillview Building
Singapore 2366
Tel: 760-2376
Fax: 760-0853
Contact: Mr. Jasmond Ong, Sales
Product: seafood

Singapore Marine Enterprises Pte
5 Jalan Tepong, Singapore 2261
Tel: 265-0576
Fax: 265-8798
Contact: Mr. Sian Teck Lee
Product: seafood

Wales Seafood (S) Pte Ltd
24 Tuas Avenue 12, Singapore 2263
Tel: 862-0422
Fax: 861-6728
Contact: Mr. John Wales, Director
Product: seafood

SOUTH KOREA

The South Korean per capita seafood consumption was 28.93 kg in 1992. South Korea imported fish products worth US\$ 446 million in 1992 and with declining access to foreign fishing grounds, prospect is that the market will grow. Canada's position in the South Korean import market is very low at 4,855 tons (US\$ 8,901,884). The majority of Canadian commercial fish species in the South Korean market are mainly pacific salmon, herrings both roe and meat, cod including black cod, rock fish, lobster including lobster tail and various other types of shell fish. South Korea presents Canada with a potentially exciting fisheries product market of more sophisticated consumers demanding a wide supply of quality seafood products.

Youngsung Agro-Fishery Co.
915-14, Bangbae-dong,
Seocho-ku, Seoul
South Korea
Tel:(02) 584-0436
Fax:(02) 584-0438
Contact: Jung Sang-Joon
Product: groundfish, herring, fish

Sunkyoung Limited
36-1, Ulchiro 2-ka,
Chung-gu, Seoul
South Korea
Tel:(02) 758-2788
Fax:(02) 728-0031
Contact: Park Kun-Shik
Product: groundfish

Doosan Industries
649-14, Dungchon-dong,
Kangseo-gu, Seoul
South Korea
Tel:(02) 600-1553
Fax:(02) 607-6494
Contact: Mr. Lim Sung-Eun
Product: groundfish

Hyundai Corporation
140-2, Kye-dong,
Chongro-gu, Seoul
South Korea
Tel:(02) 746-1473
Fax:(02) 746-1074
Contact: Chung Sok-Mo
Product: groundfish

Kolon International Corporation
45, Mugyo-dong,
Chung-gu, Seoul, South Korea
Tel:(02) 311-8953
Fax:(02) 754-5314
Contact: Mr. Kim In-Nam
Product: groundfish

Lucky-Goldstar International
Corporation
20, Youido-dong,
Youngdeungpo-gu,
Seoul, South Korea
Tel:(02) 787-5332
Fax:(02) 785-7762
Contact: Mr. Kim Gil-Nam
Product: groundfish

Samsung Corporation
250, Taepyung-ro,
Chung-gu,
Seoul, South Korea
Tel:(02) 751-3595
Fax:(02) 728-4391
Contact: Mr. Nam Min-Woo
Product: groundfish

Han Beck Atlantic Prod. Co.
159-8, Karak-dong,
Songpa-gu, Seoul, South Korea
Tel:(02) 443-3147
Fax:(02) 443-3149
Contact: Y.T. Kim, President
Product: lobster and lobster tail

Louis Corporation
88-7, Nonhyun-dong,
Kangnam-gu, Seoul, South Korea
Tel:(02) 547-7878
Fax:(02) 511-7565
Contact: Mr. Lee Nack-Hee
Product: lobster and lobster tail

Chungjigi Trading Co.
517-4, Sinsa-dong,
Kangnam-gu,
Seoul, South Korea
Tel:(02) 549-1586
Fax:(02) 542-0546
Contact: Mr. K.C. Kim, President
Product: lobster and lobster tail

Baeyo Industries Co.
734-34, Banpo-dong,
Seocho-gu,
Seoul
South Korea
Tel:(02) 515-2052
Fax:(02) 515-2052
Contact: Mr. Lee Hong-Joo
Product: lobster and lobster tail

Asia Food Product Co Ltd.
335-1, Changrim-dong,
Saha-gu,
Pusan, South Korea
Tel:(051) 29-9211
Fax:(051) 202-2022
Contact: Nam Pil-Won, President
Product: seafood

Daerim Fishery Co Ltd.
77, Mugyo-dong,
Chung-gu., Seoul, South Korea
Tel:(02) 777-1751
Fax:(02) 756-3259
Contact: Kim Myung-Nyun
Product: seafood

Daewoo Corporation
541, Namdaemunno 5-ga,
Chung-gu., Seoul, South Korea
Tel:(02) 759-2114
Fax:(02) 753-9489
Contact: Kim Woo-Choong
Product: seafood

Dong Bang Ocean Fisheries
Company Limited
128-33, Chungnim-dong,
Chung-gu., Seoul, South Korea
Tel:(02) 392-1051
Fax:(02) 392-7693
Contact: Cho Yong-Hun, President
Product: seafood

Dongwon Industries Company Ltd
355, Chungnim-dong,
Chung-gu, Seoul, South Korea
Tel:(02) 331-3001
Fax:(02) 392-5218
Contact: Kim Jae-Chul, President
Product: seafood

Hansung Enterprise Co Ltd.
34, Taepyong-dong 1-ga,
Yongdo-gu, Pusan, South Korea
Tel:(051) 48-2221
Fax:(051) 413-3399
Contact: Lim Won-Kun, President
Product: seafood

Hong Ji Mool San Co Ltd.
272, Pungdok-dong,
Sunchon-shi, Chunnam, South Korea
Tel:(0661) 3-2161
Fax:(0661) 741-6278
Contact: Song Lee-Kewn, President
Product: seafood

Hyosung Corporation
17-7, Namdaemunno 4-ga,
Chung-gu, Seoul, South Korea
Tel:(02) 771-1100
Fax:(02) 754-9983
Contact: Huh Chung-Wook
Product: seafood

Kooil Industrial Co Ltd.
60-17, Taepyongno 1-ga,
Chung-gu, Seoul, South Korea
Tel:(02) 735-7584
Fax:(02) 737-0178
Contact: LEE IN-HYUNG, President
Product: seafood

CANADIAN EMBASSY
10th Floor,
Kolon Building
45 Mugyo-Dong, Jung-ku
Seoul 100-170
Republic of Korea
P.O. Box 6299
Tel:(011-82-2) 753-2605
Fax:(011-82-2) 755-0686
Contact: Mr. J.H. Kim

Korea Tourist Hotel Supply Center
255-5, Nung-dong,
Songdong-gu, Seoul, South Korea
Tel:(02) 444-8821
Fax:(02) 452-7294
Contact: Lee Choon-Keun
Product: seafood

Korea Wonyang Fisheries Co.
72, Kyonji-dong,
Chongno-gu, Seoul, South Korea
Tel:(02) 739-5300
Fax:(02) 739-9973
Product: seafood

Kyung Dong Kyoyuk Co Ltd.
18-33, Songnam-dong,
Songnam-shi Kyonggi-do
South Korea
Tel:(0342) 47-7050
Fax:(0342) 47-2788
Product: seafood

Marine Industrial Co Ltd.
401, Marine Bldg.
221-13, Nonhyon-dong,
Kangnam-gu, Seoul, South Korea
Tel:(02) 547-5711
Fax:(02) 546-9420
Product: seafood

Nam Bug Fisheries Co Ltd.
51, Sogong-dong,
Chung-gu, Seoul, South Korea
Tel:(02) 771-43
Fax:(02) 756-8245
Product: seafood

Oyang Fisheries Co Ltd.
76-3, Taepyongno 1-ga,
Chung-gu, Seoul, South Korea
Tel:(02) 732-6500
Fax:(02) 732-5300
Product: seafood

Sajo Industrial Co Ltd.
157, Chungjongno 2-ga,
Sodaemun-gu, Seoul, South Korea
Tel:(02) 313-9000
Fax:(02) 313-8079
Product: seafood

Sam Yang Co Ltd.
263, Yonji-dong,
Chongno-gu, Seoul, South Korea
Tel:(02) 743-7711
Fax:(02) 743-7720
Contact: KIM SANG-EUNG
Product: seafood

Samho Moolsan Co Ltd.
275-6, Yangjae-dong,
Seocho-gu, Seoul
South Korea
Tel:(02) 589-1114
Fax:(02) 589-1001
Contact: CHO KANG-HO, President
Product: seafood

Silla Trading Co Ltd.
93-52, Pukchang-dong,
Chung-gu, Seoul
South Korea
Tel:(02) 778-6161
Fax:(02) 756-3955
Contact: Park Joon-Hyung, President
Product: seafood

Ssang Yong Corporation
24-1, Cho-dong 2-ga,
Chung-gu, Seoul
South Korea
Tel:(02) 270-8114
Fax:(02) 273-0981
Contact: Kim Ki-Ho, President
Product: seafood

Taiyang Silup Co Ltd.
523, Pumul-dong,
Tong-gu, Pusan, South Korea
Tel:(051) 462-0655
Fax:(051) 462-9175
Contact: Hur Hum, President
Product: seafood

SRI LANKA

Sri Lanka does not import a significant quantity of fresh or frozen seafood, as its domestic fishing fleet and licensed offshore fishing boats satisfy the domestic demand with not much left over for canning. Therefore Sri Lanka does import a considerable amount of canned and dried seafood products. The most popular canned imported products are mackerel and sardines and the exporters are most commonly Thailand and Singapore, though some Canadian products have been spotted on the shelves. The most common export source for dried fish is the Maldives.

Delmage and Forsyth and Co.
 101 Vinayalankara Mawatha
 P.O. Box 45,
 Colombo 10, Sri Lanka
 Tel: 94-1-693361-8
 Fax: 94-1-698139/699413
 Product: seafood

Shaw Wallace and Hedges
 P.O. Box 84,
 Colombo 3
 Sri Lanka
 Fax: 94-1-575089
 Product: seafood

Keels Food Products
 130 Glennie Street
 Colombo
 Sri Lanka
 Product: seafood

CANADIAN HIGH COMMISSION
 6 Gregory's Road
 Colombo
 Democratic Socialist Republic
 of Sri Lanka
 P.O. Box 1006
 Tel:(011-94-1) 69-58-41/42/43
 Fax:(011-94-1) 68-70-49

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SYRIA

Syria enjoys a large coastline along the Mediterranean Sea and consequently, has a somewhat thriving domestic fishing industry. A very limited quantity of seafood, if any, is imported and is confined to the expensive varieties which are imported directly by the major hotels in Syria.

Mr. Raymond Kalpakji
P.O. Box 1314
Damascus, Syria
Product: seafood

Mr. Maurice Asfoura
P.O. Box 13538
Damascus, Syria
Product: seafood

Sheraton Damascus
P.O. Box 4795
Damascus, Syria
Contact: Mr. Edmond Khouly
Product: seafood

FF Export Import Co.
P.O. Box 82
Aleppo, Syria
Contact: Mr. Farid Frangleh
Product: seafood

CANADIAN EMBASSY
Pearl of Shmeisani Building
Shmeisani, Amman
Hashemite Kingdom of Jordan
P.O. Box 815403
Tel:(011-962-6) 666-124/5/6
Fax:(011-962-6) 689-227
Contact: Mr. Shahid Museitif

TAIWAN

Taiwan has a population of 21 million and a per capita income of over \$13,000 (\$CDN). Total fishery production is decreasing by about 10% per annum, providing a good opportunity for Canada to market its seafood products to Taiwan and gain a greater share of total imports of 499,239 tons valued at \$675 million (\$CDN). There is evidence of a recent trend of declining domestic production and processing due to higher operating and capital costs.

Taiwan has recently moved processing to southeast Asia and investment is growing in mainland China. This has resulted in a growing number of imports of fish and seafood products to satisfy Taiwanese consumers. Products imported include; lobster, shrimp, eel, crab, caplin, scallop, fish roe, halibut, sea-cucumber and sea-blubber.

Jall Eon Trading Company Limited
5, Alley 58,
Lane 278,
Yung Chi Rd,
Taipei,
Taiwan
Tel: 02-763-1600
Fax: 02-768-2142
Product: fresh, frozen, chilled,
lobster, crab

Kyomatsu Trading Company Limited
10 Floor,
337 Tung hua S. Rd.
Section.1,
Taipei, Taiwan
Tel: 02-755-3248
Fax: 02-700-5314
Product: fresh, frozen, chilled,
lobster, crab

Yen & Brothers Enterprise Company
Limited
37, Lane 449,
Wan Ta Road,
Taipei, Taiwan
Tel: 02-754-2770
Fax: 02-703-2000
Product: lobster, crab, capelin,
scallop, fish roe, halibut, sea-
cucumber, sea-blubber, other
seafood products

Lin Progress Incorporated
3f, 174,
Pa Teh Road, Sec.4,
Taipei, Taiwan
Tel: 02-765-0151
Fax: 02-765-0154
Product: halibut, lobster, crab,
scallop

Big Ben Industries Inc.
1, 6Fl, 296,
Hsin Yi Rd.,
Sec.4,
Taipei,
Taiwan
Tel: 02-709-1455
Fax: 02-706-9139
Product: fresh, frozen, chilled,
lobster, crab

Hoelsing International Company
Limited
8f-5, 432,
Kee Lung Rd., Sec.1,
Taipei,
Taiwan
Tel: 02-758-1015
Fax: 02-758-1020
Product: lobster, crab, scallop,
halibut

Shiang Kwel Co., Ltd
1, 4f, 125,
Roosevelt Rd., Sec.5,
Taipei,
Taiwan
Tel: 02-934-0844
Fax: 02-934-0829
Product: fresh, frozen, chilled,
lobster, crab

Tai-Sask Trading Corporation
12f-1, 164,
Pa Teh Rd., Sec.3,
Taipei,
Taiwan
Tel: 02-778-0713
Fax: 02-778-0710
Product: lobster, crab, halibut,
scallop

Eu Tend Industry Co., Ltd
3f., 173,
Pa Teh Rd., Sec.3,
Taipei,
Taiwan
Tel: 02-751-5260
Fax: 02-741-6731
Product: fresh, frozen, chilled,
lobster, crab, scallop

Shin Ho Sing Ocean Enterprise Co.,
Limited
9f., 560,
Chung Hsiao E. Rd., Sec.4,
Taipei,
Taiwan
Tel: 02-758-2662
Fax: 02-729-6111
Product: scallop, halibut

Mascot Company, Ltd.
2, 9F., 50,
Hsin Sheng S. Rd.,
Section #1,
Taipei,
Taiwan
Tel: 02-391-8621
Fax: 02-351-1065
Product: fresh, chilled, frozen,
scallop, eel

Tomo Bright Industrial Co.,
8-3F, 155,
Hsin Yi Rd., Sec.4,
Taipei,
Taiwan
Tel: 02-702-2232
Fax: 02-702-2321
Product: fresh, chilled, frozen,
halibut, fish, seafood, lobster, crab,
scallop

Taiwan Ming Tai Co., Ltd
10, lane 101,
Ta An Rd., Sec.1,
Taipei, Taiwan
Tel: 02-731-5215
Fax: 02-731-5349
Product: halibut

Ocean By Corporation
10-1f., 127,
Yen Ping N. Rd., Sec.2,
Taipei, Taiwan
Tel: 02-531-2321
Fax: 02-561-5821
Product: scallop, halibut

Crystal Anguilla Corp.
8-10F., 316., Nanking E. Rd., Sec.5,
Taipei, Taiwan
Tel: 02-761-5454
Fax: 02-764-3365
Product: halibut, sea-cucumber, sea-
blubber, scallop

Kao-w Industrial Corp., Ltd.
2F., 117,
Nanking E. Rd., Sec.3,
Taipei, Taiwan
Tel: 02-506-6377
Fax: 02-506-5970
Product: halibut

Shiang Kwel Co., Ltd
4-1f., 125,
Roosevelt Rd., Sec.5,
Taipei, Taiwan
Tel: 02-934-0844
Fax: 02-934-0829
Product: halibut, lobster, crab

Feng Ho Li Corp.
1-8F., 35,
Shao Hsing Nr. St.,
Taipei, Taiwan
Tel: 02-395-6011
Fax: 02-356-9421
Product: sea-cucumber, blubber, roe

Hu Han Trading Co., Ltd
464, Wan Ta Rd.,
Taipei, Taiwan
Tel: 02-301-3252
Fax: 02-309-8339
Product: halibut, lobster, crab,
scallop

CANADIAN TRADE OFFICE
13th Floor
365 Fu Hsing North Road
Taipei,
Taiwan
Tel:(011-886-2) 713-7268
Fax:(011-886-2) 712-7244
Contact: Mr. David Wong

THAILAND

The fisheries and aquaculture industries are particularly important for Thailand. In 1992, Thailand imported fish and fish products which totalled approximately \$870 million (US\$). Major species imported were tuna, skipjack, salmon, shrimp, prawn and mackerel. Most of the imported tuna, skipjack and salmon was imported for the purpose of canning and was then exported to other markets.

Apart from importing for the purpose of canning, market potential does exist for fresh salmon, trout and other seafood products. Although the market size is presently small, Thailand is considered to be a growing market in the importation of fish products.

Siam Food Services
2439 Old Paknam Railway Rd
Bangkok 10110, Thailand
Tel:(662) 249-1501
Fax:(662) 249-7294
Contact: Mr. Ron Armstrong
Product: seafood

World Arabian Thai Intertrade
61/179-180 Taveemite Hacienda,
Rama IX Road,
Huay Kwang, Bangkok 10310
Thailand
Tel:(662) 245-5311
Fax:(662) 247-1865
Contact: Barrie Quatermain
Product: seafood

Choice Food (Thailand) Co.,
595/10-11, Sukhumvit 33/1 Rd
Bangkok 10110, Thailand
Tel:(662) 258-0705
Fax:(662) 258-5090
Contact: Mr. Robert Coombes
Product: seafood

Foodland Supermarket Co.,
2675 Ladprao 95
Bangkok 10310, Thailand
Tel:(662) 530-0220
Fax:(662) 539-0837
Contact: Mr. Edwin Lim
Product: seafood

Villa Supermarket Company
591/1 Soi Daengudom
Sukhumvit Road
Bangkok 10110, Thailand
Tel:(662) 258-5072
Fax:(662) 259-1077
Contact: S. Phoorikasem
Product: seafood

Thai Union Manufacturing Co.,
28-32 Yukol Road, Phomprab
Bangkok 10100, Thailand
Tel:(662) 224-9850
Fax:(662) 224-0973
Product: seafood

Unicord Co., Limited
#404, Phayathai Road, Patumwan
Bangkok 10330, Thailand
Tel:(662) 216-0200
Fax:(662) 216-1468
Product: tuna

Pattaya Food Industries Co.,
#728/69,
Ratchadapisek Road
Yannawa
Bangkok 10120,
Thailand
Tel:(662) 295-2640
Fax:(662) 295-3318
Contact: Mr. Pinyo Cheepwan
Product: tuna

Ta Kong Food Industrial Co.,
1668/78,
Charoenkrung Road
Bangkok 10120,
Thailand
Tel:(662) 211-1120
Fax:(662) 212-4319
Contact: Y. Pibulphanapatana
Product: tuna

Chotiwat Manufacturing Co.,
59/22-23 Charoenkrung 65
Yannawa
Bangkok 10120
Thailand
Tel:(662) 211-5014
Fax:(662) 212-4971
Contact: J. Chotiwatanaphan
Product: tuna

CANADIAN EMBASSY
138 Silom Rd,
P.O. Box 2090
Bangkok 10500, Thailand
Tel:(011-66-2) 237-4126
Fax:(011-66-2) 236-7119
Contact: Thawee Thaiprasithiporn

TURKEY

Turkey has a population of 60 million with an annual growth of approximately 2.4 %, has an annual domestic catch of approximately 450-500,000 tons and 80% of the annual fish caught is caught in the Black Sea. Anchovies account for 50% of the annual catch and the other major varieties caught are; turbot, mackerel, seabass, bonito, blue fish, sole, mullet and sardines.

Turkey's annual fisheries production has been declining since the mid 1980's at a rate of 2-3% a year. Annual per capita fish consumption is estimated to be between 4-5 kgs. Major fish and seafood exporters to Turkey are the United States, France, Norway, Netherlands, Switzerland, Germany and Greece. The total annual quantity of seafood imports to Turkey is about 20-25,000 tons.

AZK INS. TIC. VE SAN. LTD.
Bugday SOK. NO. 9,
Kavaklidere 06700,
Ankara
Turkey
Tel: 90-312-468 2880
Fax: 90-312-427 8050
Contact: Mr. Ali Ziver Karacay
Product: lobster

AKDAG LTD. STI.
Musir Dervis Ibrahim Sok.
No. #24/5,
Esentepe,
Istanbul,
Turkey
Tel: 90-212-272 7206
Fax: 90-212-267 1926
Product: lobster

GOK-TIG DIS TIC. LTD. STI.
Gunesli Kavsagi,
Kocman Cad. Metro Binasi,
Ofis Kati, Gunesli, Bakirkoy,
Istanbul,
Turkey
Tel: 90-212-550 6060
Fax: 90-212-550 6090
Product: canned fish, smoked
salmon, squid

PINAR DENIZ UURULERI A.S.
Sehit Fethibey
Cad. No. 120,
Alsancak 35210,
Izmir
Turkey
Tel: 90-232-422 1985
Fax: 90-232-422 0914
Product: tuna, fish

DARDANEL GIDA SAN. A.S.
Ziya Gokalp Cad. No. 19,
Kucukcekmece,
Istanbul
Turkey
Tel: 90-212-580 2887
Fax: 90-212-579 0495
Product: lobster, tuna, turbot

ROCK DIS TIC. LTD. STI.
18/14 Buyukdere cad. Sisli,
Istanbul,
Turkey
Tel: 90-212-231 1652
Fax: 90-212-247 5287
Product: fresh, frozen, mackerel,
turbot, lobster

DENCOM
Istanbul
Turkey
Tel: 90-212-543 7711
Fax: 90-212-570 3783
Product: fresh, chilled, frozen, tuna,
fish, shrimps, octopus, squid,
lobster, turbot

KEREVITAS GIDA SAN./TIC.
Fabrikalar cad. No. 11,
Mahmutbey 34550,
Istanbul
Turkey
Tel: 90-212-550 2550
Fax: 90-212-550 2560
Product: lobster, tuna, fish

**DEMIRER KABLO TESILSERI SAN.
VE TIC. A.S.**
Barbaros blv.
No. 49,
Preveze Han Besiktas 80690,
Istanbul,
Turkey
Tel: 90-212-261 5163
Fax: 90-212-261 8486
Product: lobster

AMBER DIS TIC. LTD. STI.
Gazi Blv.
No. 30/2, Izmir
Turkey
Tel: 90-232-425 5463
Fax: 90-232-489 0382
Product: fresh, chilled, frozen,
lobster, sole, fish, mackerel, squid,
turbot, bonito

**AKUAMAR SU URUNLERI PAZ. VE
TIC. LTD. STI.**
Zeytinoglu Cad.
Murat sok. Sevda, apt. No 6/5
Akatlar,
Istanbul, Turkey
Tel: 90-212-270 1229
Fax: 90-212-280 2974
Product: lobster, tuna, fish,
mackerel, bonito, turbot, squid

DOGAC IC VE DIS TIC. LTD.
Macka cad. No. 27/1
Macka, Istanbul,
Turkey
Tel: 90-212-241 2104
Fax: 90-212-241 7308
Product: lobster, mackerel

ADCO CO. LTD.
P.O.B. 48,
Bebek 80810,
Istanbul
Turkey
Tel: 90-212-223 0013
Fax: 90-212-223 0014
Product: lobster, smoked salmon

BERKE TER-YAT-MUS. SIG. HIZ.
Aksaray Cad. Omur Ishani
No. #4/303
Laleli, Istanbul, Turkey
Tel: 90-212-511 4805
Fax: 90-212-511 4804
Product: lobster, smoked salmon,
turbot

ENGINE SU URUNLERI SAN. MAM.
Hizir Bey Camii Sok. No. 5,
Hoca Giyaseddin Mahallesi
Eminonu 34490, Istanbul, Turkey
Tel: 90-212-513 1742
Fax: 90-212-513 1743
Product: lobster, mackerel, tuna,
fish, turbot, bonito

CANADIAN EMBASSY
Nenehatun Caddesi 75,
Gaziosmanpasa,
06700 Ankara
Republic of Turkey
Tel:(011-90-312) 436-1275
Fax:(011-90-312) 446-2811
Contact: Mr. Can Ozguc

VIETNAM

The Canadian Embassy in Hanoi is currently unaware of any fish and seafood importing companies in Vietnam, but the Embassy will continue to monitor the situation.

CANADIAN EMBASSY
39 Nguyen Dinh Chieu Street
Hanoi,
Socialist Republic of Vietnam
Tel:(011-84-42) 65840
Fax:(011-84-42) 65837/26010
Contact: Mr. Robert McDowell

EUROPE



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AUSTRIA

Austria has a relatively small fish consumption which is approximately 5.4 kg per capita, broken down to 3.4 kg fresh fish, 1.9 kg canned fish and 0.1 kg other. Although the Austrian market is relatively small it is stable and slightly increasing, especially for fish specialty products and the higher class/price products.

Agrichem Handels-GmbH.
Taborstr.24 a
A-1020 Vienna
Austria
Tel: 1-214 7597
Fax: 1-214 6364
Contact: Ms. Ruth Fuchs
Product: deep-frozen seafood

Cerny & Teklits
Fischgrosshandlg.
Treustr.84
A-1200 Vienna
Austria
Tel: 1-332 66440
Fax: 1-332 664419
Contact: Mr. F. Kusche, Owner
Product: all seafood, but canned

Fisch-Krieg OHG.
F.Hanuschpl.4
A-5020 Salzburg
Austria
Tel: 662-52134
Fax: 662-5394821
Contact: Mr. F. Hutzinger
Product: all seafood, but canned and smoked

Frisch & Frost Warenhandels-GmbH
Taubstummeng.5/1
A-1040 Vienna
Austria
Tel: 1-504 55880
Fax: 1-504 558837
Contact: Mr. Peter Sedmik
Product: various kinds, fresh, frozen and deep frozen

Frisch Fisch Imp. GmbH.
Franzensg.3
A-1050 Vienna
Austria
Tel: 1-569346
Contact: Mr. Kazian, Owner
Product: fresh fish

Gruber Hella
Naschmarkt Std 31
A-1040 Vienna
Austria
Tel: 1-563273
Contact: Mr. E. Gruber Jr.
Product: specialty fish and seafood products

Elfin-Hawlik GmbH.
Wegscheiderweg 27
A-4020 Linz
Austria
Tel: 732-836010
Fax: 732-85944
Contact: Mr. A. Brugger
Product: canned and smoked specialities

Hofman Marinaden
Muhlgraben 8
A-8773 Kammern
Austria
Tel: 3844-6610
Fax: 3844-66636
Contact: Mr. E. Hofmann
Product: fresh, frozen and saltwater seafood

Kollmer, Hugo
Steing.25
A-1030 Vienna
Austria
Tel: 713 35 550
Contact: Ms. M. Eder, Owner
Product: marinades

Meltschock GmbH & Co KG
Neudorf 87
A-8410 Wildon
Austria
Tel: 3182-33770
Fax: 3182-337715
Contact: Mr. N. Entres, Owner
Product: saltwater fish, other seafood products

Neurauter Tief-Kuhlkost
Brunau 2, A-6433 Otz
Austria
Tel: 5266-621
Fax: 5266-137922
Contact: Mr. P. Neurauter, Owner
Product: all seafood except canned, deep frozen

Nordsee GmbH
Breitenfurter 164
A-1230 Vienna
Austria
Tel: 1-80120 515
Fax: 1-80120 518
Contact: Mr. A. Trybus (Unilever)
Product: fresh and saltwater fish

Ozean Fischkonserv
Ozeanstr.1-15
A-2463 Stixneusiedl
Austria
Tel: 2230-2610
Fax: 2230-2489
Contact: Mr. F. Pajor, Owner
Product: freshwater, deep frozen specialities

Promotex GmbH
Habsburgerg.10/7
A-1010 Vienna
Austria
Tel: 1-5338029
Fax: 1-5338029
Contact: Mr. Josef Fuchs
Product: canned, crustacean specialities

Salmo Salar Delika
Nonntaler Hptstr.2
A-5020 Salzburg
Austria
Tel: 662-891133
Fax: 662-891133
Contact: Dr. Grafinger, Owner
Product: canned, smoked

Schenkel & Sohn
 Hasenauerstr.4
 A-1190 Vienna, Austria
 Tel: 1-31088990
 Fax: 1-3102149
 Contact: Mr. M. Veselsky, Owner
 Product: specialty canned, frozen

Tiefkuhlkost GmbH
 Weinzierl 100
 A-3500 Krems, Austria
 Tel: 2732-65140
 Fax: 2732-74968
 Contact: Mr. R. Bauer, Owner
 Product: all Kinds of seafood

Unifrost GmbH
 Marchfelderstr.2
 A-2301 Gr. Enzersdorf
 Austria
 Tel: 2249-35350
 Fax: 2249-3898
 Contact: I. Lauer mann (Unilever)
 Product: deep-frozen

CANADIAN EMBASSY
 Schubering 10-12,
 A-1010 Vienna,
 Republic of Austria
 Tel:(011-43-1) 533-3691
 Fax:(011-43-1) 535-4473
 Contact: Mr. L. Nik Decrinis

Warhanek, C.GmbH
 Troststr.73-75
 A-1120 Vienna
 Austria
 Tel: 1-60415810
 Contact: Mr. N. Entres, Owner
 Product: canned

Dally Service GmbH
 Breitenwiesenstr.1
 A-44881 Asten
 Austria
 Tel: 7224-67391
 Contact: Ms. E Strobl
 Product: distributor, deep frozen

Spitalsky, Karl
 Naschmarkt, Std 38
 A-1040 Vienna
 Austria
 Tel: 1-5877751
 Contact: Mr. K Spitalsky
 Product: wholesaler/retailer of
 crustaceans

Url, F. & Co GmbH
 Babenbergerstr.88
 A-8020 Graz
 Austria
 Tel: 316-9151750/316-9151757
 Contact: Mr. F Kapaun
 Product: wholesaler of canned
 seafood

Zumtobel, F.M. GmbH
 Wallenmahd 46
 A-6850 Dornbirn
 Austria
 Tel: 5572-309209/557-2309254
 Contact: Mr. Schuler
 Product: wholesaler/retailer, canned,
 smoked specialties

BELGIUM

The current Belgian seafood market provides a broad range of opportunities, and Canadian exporters can play a very important role whenever they go adequately and wholeheartedly about their marketing in Belgium. Since the market has become increasingly volatile, opportunities for market penetration not only focus on the importers. Purchasers for the main food chains and for the specialized frozen food processing companies are currently looking into expanding into new varieties of seafood, or trying to substitute traditional suppliers in the market. While many opportunities are opening up for Canadian exporters due to the changing product awareness of Belgian consumers, this market can only be tackled efficiently if exporters are willing to adjust to the typical requests of the Belgian customers. As European taste is different, exporting companies must follow a marketing approach that is completely different from that used in the North American market.

Traditionally, Canadians have been supplying salmon and lobster to the Belgian market. However, both products are mainly in demand during the peak period of the end-of-year holiday season. The Belgian market generally has very few possibilities for stocking products in advance, so Canadian firms should take into account flexible delivery delays and therefore do part of the stocking themselves. It would also be preferable to perform the processing of salmon and lobster in Canada itself. This way, Canadian firms could enter at a further stage in the retail pyramid, achieving better economies of scale than their Belgian processing counterparts.

Next to the "traditional two" of Canadian seafood exports, a whole range of new opportunities lies in store for inventive exporting companies. This is already being proved by the success of the Canadian mussel in the Belgian market, which was traditionally very much geared towards the Dutch mussel. The sudden price increase of its Dutch counterpart created an extra incentive for Canadians to export their mussels, but even without the price argument, Canadian mussels still have a good competitive edge. Another product in which Canada definitely has a competitive edge is the production of oysters. In recent years, oyster consumption has become more generalized, and customers now purchase them during the entire season in the large food chains. Therefore, Canadian oysters could definitely add a new flavour, catering to a public that so far has not found its choice in the range offered.

Atka
Purchasing: Mr. Jean Paul Dierckx
Weversstraat 29
B-1840 Londerzeel
Belgium
Tel: +32 52 30 26 36
Fax: +32 52 30 36 74
Product: importer

Colruyt
Purchasing: Mr. Julien Van Roy
Edingemsesteenweg 196
B-1500 Halle
Belgium
Tel: +32 2 360 10 40
Fax: +32 2 360 02 07
Product: food chain purchaser

Cora
Chaussée de Philippeville 219
boite 8
B-6010 Couillet, Belgium
Tel: +32 71 36 12 75
Fax: +32 71 43 08 62
Product: food chain purchaser

De Bacquer
Purchasing: Mr. Jean Ostoff
Industrielaan 5
B-1740 Ternat, Belgium
Tel: +32 2 582 43 00
Fax: +32 2 582 08 24
Product: importer

Delhaize De Leeuw-le Lion
Purchasing: Mr. de Cooman
d'Herlinckhove
Osseghemstraat 53
B-1080 Brussels, Belgium
Tel: +32 2 412 21 11
Fax: +32 2 412 21 94
Product: food chain purchaser

Gabriel
Purchasing: Mr. Gerard Bruck
Ligneuville 117
B-4960 Bellevaux-Ligneuville
Belgium
Tel: +32 80 57 03 71
Fax: +32 80 57 07 46
Product: importer

GB-Inno-BM Coordination Center
Dambordstraat 26
B-1000 Brussels
Belgium
Tel: +32 2 729 21 11
Fax: +32 2 242 00 10
Product: food chain purchaser, fish
and seafood

Geens Haringrokerij
Groot Veerle 3
B-2960 Sint Lenaarts
Belgium
Tel: +32 3 313 81 34
Fax: +32 3 313 81 38
Product: processor

Hottlet Pierre
Purchasing: Mr. Olivier Hottlet
Heiveldekens 4
B-2550 Kontich
Belgium
Tel: +32 3 458 20 10
Fax: +32 3 458 20 80
Product: importer

Huysseune
 Purchasing: Mr. Eric Vandelanotte
 Vismijnstraat 30
 B-8380 Zeebrugge, Belgium
 Tel: +32 50 54 41 41
 Fax: +32 50 54 73 01
 Product: importer

La Provencale
 Purchasing: Mr. Schmit/Mr. Struder
 Zone Industrielle de Granbusch
 Leudelange, Luxembourg
 Tel: +35 2 49 89 91
 Fax: +35 2 89 89 833
 Product: importer

La Couronne Rokerij
 Purchasing: Mr. Jos Boels
 Zandvoordestraat 446
 B-8400 Zandvoorde, Belgium
 Tel: +32 59 70 13 24
 Fax: +32 59 50 90 93
 Product: processor

Lei-Agricultural Economic Institute
 Manhattan Center
 Bolwerklaan 21
 B-1210 Brussels, Belgium
 Tel: +32 2 211 72 11
 Fax: +32 2 211 73 19
 Product: trade association

Makro
 Purchasing: Mr. Fortems
 Bisschoppenhoflaan 643
 B-2100 Deurne, Belgium
 Tel: +32 3 360 06 11
 Fax: +32 3 325 43 82
 Product: food chain purchaser

CANADIAN EMBASSY
 2, avenue de Tervuren
 1040 Brussels,
 Kingdom of Belgium
 Tel:(011-32-2) 735.60.40
 Fax:(011-32-2) 732.67.90
 Contact: Mr. Francis Keymolen

McCain Foods Belgium
 Nijverheidsstraat 2
 B-2280 Grobbendonk,
 Belgium
 Tel: +32 14 50 82 11/32 59 32 04 81
 Fax: +32 14 50 03 01
 Product: processor

Morubel
 Hendrik Baelskaal 38
 B-8400 Oostende,
 Belgium
 Tel: +32 59 32 28 68
 Fax: +32 59 32 46 60
 Product: importer

Nopri
 Zilverstraat 8
 B-1000 Brussels, Belgium
 Tel: +32 2 212 81 55
 Fax: +32 2 212 84 00
 Product: food chain purchaser, fish
 and seafood

Pieters Visbedrijf
 Purchasing: Mr. Leo Verheye
 Kolvestraat 4
 B-8000 Brugge, Belgium
 Tel: +32 50 32 05 11
 Fax: +32 50 31 98 52
 Product: importer

Pvba Christiaens
 Kraakstraat 9
 Transportzone
 B-8380 Zeebrugge, Belgium
 Tel: +32 50 54 51 37
 Fax: +32 50 54 77 65
 Product: importer

Sarma NV
 Purchasing: Mr. Maurice
 Boisdenghien
 Zilverstraat 8
 B-1000 Brussels, Belgium
 Tel: +32 2 212 81 11
 Fax: +32 2 212 84 00
 Product: food chain purchaser

Unilever Belgium Coordination
 Center
 Purchasing: Mr. Peter Verschelde
 Montoyerstraat 51
 B-1040 Brussels, Belgium
 Tel: +32 2 516 75 11
 Fax: +32 2 516 76 43
 Product: processor

United Foods
 Purchasing: Mr. Willy Waeyaert
 Prinses Elisabethlaan 31
 B-8450 Bredene, Belgium
 Tel: +32 59 32 20 42
 Fax: +32 59 32 20 80
 Product: importer

Van Den Abeele Brugge
 Pathoekeweg 68
 B-8000 Brugge, Belgium
 Tel: +32 50 31 51 41
 Fax: +32 50 31 40 59
 Product: importer

Vandermaesen
 Dr. Vanderhoeydonckstraat 22
 B-3560 Lummen, Belgium
 Tel: +32 13 52 11 27
 Fax: +32 13 52 13 36
 Product: importer

CZECH REPUBLIC AND SLOVAKIA

Czech and Slovak Republics are going through a complete transformation of their economies. As a result, the state-owned chain of fish processing companies, RYBENA, is being privatized and new private import companies are being established. As both the Czech and Slovak republics are inland, all seafood has to be imported. It is estimated that in 1993 the import of seafood and seafood products amounted to 20-23 thousand tons, in the Czech Republic (8-10 th. tons of herring fillets, 2-3 th. tons of mackerel and mackerel fillets and 8-10 th. tons of hake and saithe).

Imports to the Slovak Republic amounted to 10-12 thousand tons. For both countries the main import sources were Germany, Norway, Denmark, Holland, Ireland, Scotland, Canada, Poland and states of the former Soviet Union. Imports in last three years dropped considerably compared to 1990 or previous years. This was caused by a major increase of retail prices of fish products on the local market as government subsidies were eliminated. Nevertheless the situation has been stabilized and imports of seafood have started to grow again (especially in Slovakia).

The largest Czech importer of frozen seafood is Rybena Fish Trading and the largest Slovak importer is Radoma. The main imported seafood species are; herring, herring fillets, mackerel, mackerel fillets, hake, saithe and also small quantities of cod, halibut, tuna, salmon, shark, shrimps and lobster.

Rybena/Fish Trading s.r.o.
Tusarova 58
170 00 Praha 7 - Holesovice
Czech Republic
Tel: 0042-2-66710136
Fax: 0042-2-809135
Contact: Ing. J. Horejsi
Product: frozen seafood

Euro Frigo Praha s.r.o.
Ovci hajek 2355/68
155 00 Praha
Czech Republic
Tel: 0042-2-5614343/5614344
Fax: 0042-2-5614346
Contact: Mr. Prokop
Product: frozen fish, herring

Fishcentrum
Podolska 16
140 00 Praha 4, Czech Republic
Tel: 0042-2-461681/463143
Fax: 0042-2-463133
Contact: Ing. Vaclav Blaha
Product: frozen seafood

Intersug
Evropska 178
160 67 Praha 6
Czech Republic
Tel: 0042-2-336-2912/3250/70
Fax: 0042-2-336-3418
Contact: Ing. Jan Meduna
Product: frozen fish

Maritime
Liborova 10
169 00 Praha 6 - Brevnov
Czech Republic
Tel: 0042-2-352705/1448/3104
Fax: 0042-2-351026
Product: salmon, tuna, shark,
halibut, turbot, plaice, shrimps,
lobster

Allfrost a.s.
Senovazne nam. 8
112 64 Praha 1
Czech Republic
Tel: 0042-2-24222906
Fax: 0042-2-24216744
Contact: Ing. Ant. Slaby
Product: frozen seafood

Domino
Skabova 3057
106 00 Praha 10, Czech Republic
Tel: 0042-2-752764
Fax: 0042-2-752764
Contact: Mr. Pavel Domkar
Product: seafood

Animalco Co. Ltd.
Na Kocince 3
160 00 Praha 6, Czech Republic
Tel: 0042-2-24310138/3111266
Fax: 0042-2-24310198/3112283
Contact: Mr. B. Riha, Director
Product: seafood

Raska, spol. s r.o.
nam. Miru 551
739 61 Trinec
Czech Republic
Tel: 0042-659-24824/22478
Fax: 0042-659-20922/25839
Product: seafood

Rybena Bohumin a.s.
Ostravaska 298
735 87 Bohumin
Czech Republic
Tel: 0042-6992-2651/52/53
Fax: 0042-6992-2441
Product: seafood

C. Olsen
ul. Pod Habrovou 13
152 00 Praha,
5 - Barrandov
Czech Republic
Tel: 0042-2-546554
Fax: 0042-2-547873
Contact: Mrs. Cervenkova
Product: seafood

Mcat Ltd.
Radcicka 40
301 17 Plzen
Czech Republic
Tel: 0042-19-226826
Fax: 0042-19-225872
Product: fresh, frozen, fish and
seafood products

Nama Prague
c/o Hotel Pariz
U Obecniho domu 1
110 00 Praha 1, Czech Republic
Tel: 0042-2-2369304/24222151
Fax: 0042-2-24231229/2365948
Contact: Mr. Anthony Brandejs
Product: seafood

Pol Moravia spol. s r.o.
Mistecka 258
720 00 Ostrava - Hrabova
Czech Republic
Tel: 0042-69-3624
Fax: 0042-69-354365
Contact: Paul Kvita, Director
Product: canned fish

CANADIAN EMBASSY
Commercial Division
Na Petynce 120,
169 00 Prague 6,
Czech Republic
Tel:(011-42-2) 357-685/785/892
Fax:(011-42-2) 355-476
Contact: Mrs. I. Boldova

Colin Ross Distributors Inc.
J. Ryby 58
323 22 Plzen
Czech Republic
Tel: 0042-19-521783
Fax: 0042-19-521783
Contact: Mr. J. Novak
Product: canned fish

Radoma s.r.o.
Mlynske Nivy 61/A
820 06 Bratislava 26
Slovak Republic
Tel: 0042-7-215806/65461
Fax: 0042-7-61607/65461
Contact: Ing. Ivan Skopec
Product: seafood

Tatra Progress, spol. s r.o.
nam. Svateho Egidia 95
058 01 Poprad
Slovak Republic
Tel: 0042-92-62102/61979
Fax: 0042-92-61979
Product: seafood

DENMARK

Denmark is the world's 10th largest fisheries nation but the 3rd largest fisheries exporter. In times of falling EU quotas and catches, it relies heavily on imports, both fresh from neighbouring countries and frozen from Canada to keep its own processing factories running and maintain this export status. Products from Canada destined for industrial processing enter the EEC at generally low tariffs. Denmark is equally as trade dependent as Canada, and concentrates its focus on high quality, well presented processed products to niche markets primarily within the EEC, but also worldwide. Principal Canadian products sought by Danish importers are: shrimp shell on iqf and peeled iqf; salmon-Pacific, frozen for smoking and pickling; lumpfish roe (in brine) for quote caviar unquote; lobster-live and frozen; Greenland halibut (for smoking and pickling; cod (if available); and other under utilized species including eel, scallops (roe-on) and speciality up-market fish such as monk-fish.

Abba Seafood A/S
Sundsholmen 12, po box 199
9400 Noerresundby, Denmark
Tel: 99 36 30 50
Fax: 98 17 29 22
Contact: Mr. Poul Laursen
Product: fish, herring

Amanda-Konserves "555" K/S
Kastanievej 4 Postboks 29
5300 Kerteminde, Denmark
Tel: 65 32 15 55
Fax: 65 32 40 62
Contact: Mr. Gunnar Jacobsen
Product: fish roe, fish

Angly Fisk Aps
Kanalvej 3
3250 Gilleleje, Denmark
Tel: 48 30 21 21
Fax: 48 30 36 37
Contact: Mr. Morten Angly
Product: fish, salmon, chum

Anthonisen, P. A/S
Havnen, P.O. Box 10
9990 Skagen, Denmark
Tel: 98 44 22 22
Fax: 98 44 32 66
Contact: Mr. P. Anthonisen, Director
Product: fish, herring

Aris Seafood A/S
Industrivej 24
6740 Bramming, Denmark
Tel: 75 10 10 33
Fax: 75 10 14 64
Contact: Mr. Haakon Fagervoll
Product: fresh, frozen, fish, salmon,
scallops, shrimp, prawns, whitefish,
groundfish

Aurora A/S
Havdigevej
6700 Esbjerg, Denmark
Tel: 75 13 26 00
Fax: 75 12 92 87
Contact: Mr. Uffe Laursen
Product: hake, Perch, pollock, sole

Beltfish, Aaroesund Filetfabrik Aps
Aaroesund Havn 14
6100 Haderslev, Denmark
Tel: 74 58 44 66
Fax: 74 58 41 88
Contact: Mr. Jørgen Blom
Product: cod, eel, fish roe, fish,
lobster, mackerel, salmon

BK-Food A/S
Herlev Hovedgade 195
2730 Herlev, Denmark
Tel: 42 84 62 33
Fax: 42 84 67 70
Contact: Mr. Bjarne Agergaard
Product: lobster, shrimp, prawns

Caviar House Aps
Aarhusgade 128G, Freeport
2100 Copenhagen O, Denmark
Tel: 35 26 00 99
Fax: 35 26 24 66
Contact: Mr. Josee Hansen
Product: fish, shellfish, salmon

Christensen, Karl O. Aps
Irisvej 8
2970 Hoersholm, Denmark
Tel: 45 76 35 86
Fax: 45 75 45 40
Contact: J. Hornstrup-Christensen
Product: catfish, cod, crab, eel, fish,
haddock, hake, halibut, herring

Cimbric Fiskekonserves A/S
Jerupvej 726, Vogn
9870 Sindal
Denmark
Tel: 98 93 04 44
Fax: 98 93 04 66
Contact: Mr. Paul L. Jensen
Product: fish, lobster, salmon,
shrimp, prawns, surimi

Dan-cod fish A/S
Stenhuggervej 12-14
6710 Esbjerg V
Denmark
Tel: 75 15 22 00
Fax: 75 15 82 46
Contact: Mr. Bent Nielsen
Product: cod

De Danske Mejeriers Faellesindkoeb
Halskov Tvaervej 33
4220 Korsoer
Denmark
Tel: 58 35 02 02
Fax: 53 57 21 01
Contact: Mr. J.H. Laugesen
Product: fish, shrimp, prawns, surimi

Elof Hansson A/S
Toervestraede 3
3450 Alleroed
Tel: 42 27 08 22
Contact: Mr. Preben Storm Petersen
Product: fish

Espa Fillet Factory Ltd.
Box 15, Havnen
9370 Hals, Denmark
Tel: 98 25 10 55
Contact: Mr. Arvid Horn
Product: cod, fish, haddock

Esperen A/S
Sydhavnen, P.B. 59
3700 roenne
Denmark
Tel: 56 95 21 11
Fax: 56 95 25 67
Contact: Mr. Henrik Esperen
Product: cod, haddock, pollock

Faroe Scan Seaproducts A/S
Frysehuskajen 10
P.O. Box 154
9850 Hirtshals, Denmark
Tel: 98 94 55 99
Fax: 98 94 54 99
Contact: Mr. Eydun Durhuus
Product: fish

FDB Dybfrost
Roskildevej 65
2620 Albertslund
Denmark
Tel: 43 86 43 86
Fax: 43 86 33 86
Contact: Mr. Klaus Bentzen
Product: fish, salmon

Feldthusen, Carl. B.
Vesterbrogade 2 D
1620 Copenhagen V
Denmark
Tel: 33 11 24 09
Fax: 33 91 24 09
Contact: Jesper Man Nielsen
Product: fish, lobster, salmon

Focus Trading
Avnsoevej 5
2820 Gentofte, Denmark
Tel: 31 65 41 27
Fax: 31 68 34 34
Contact: Mr. Joergen Olsen
Product: cod, crab, lobster

Fodeco A/S
Dianavej 11
7100 Vejle, Denmark
Tel: 75 83 33 33
Fax: 75 83 33 41
Contact: Mr. Jens Uth
Product: catfish, fish, hake, halibut,
salmon, Scallop Meat, shrimp,
prawns

Food Mark A/S
Frederiksgade 21
1265 Copenhagen K
Denmark
Tel: 33 13 12 14
Fax: 33 13 13 20
Contact: Mr. Poul Toerring
Product: cod, Shrimp and Prawn
Meat

Frederiksvaerk Aaleeksport A/S
P.O. Box 4
3300 Frederiksvaerk
Denmark
Tel: 42 12 00 09
Fax: 47 77 03 70
Contact: Mr. Niels Priess
Product: eel, fish, salmon

Fredrich Deli
Rebslagervej 4
3770 Allinge, Denmark
Tel: 56 48 25 15
Fax: 56 48 25 16
Contact: Mr. Anthon Gunther Luken
Product: Seafood

Helge from Consultant
Violens Kvarter 5
2990 Nivaa
Denmark
Tel: 49 18 13 73
Fax: 42 24 15 25
Contact: Mr. Helge From
Product: Seafood

Iceberg Seafood Greenland A/S
Ved Stranden 7 C
P.O. Box 1303
9100 Aalborg
Denmark
Tel: 98 10 25 51
Fax: 98 10 25 18
Contact: Mr. Kjeld Soegaard
Product: fish, halibut, shrimp, prawns

Icebreaker A/S
Soroevej 84
4200 Slagelse, Denmark
Tel: 53 53 58 53
Fax: 58 50 07 18
Contact: Mr. Joergen Goetze
Product: salmon

Irma A/S
Korsdalsvej 101
2610 roedovre
Denmark
Tel: 43 86 38 22
Fax: 43 86 38 59
Contact: Mr. Jorgen Petersen
Product: fish, lobster

J O D Import I/S
Gl. Hellebaekvej 61A
3000 Helsingor
Denmark
Tel: 49 21 39 62
Fax: 49 21 39 30
Contact: Mr. Ove Daugaard
Product: crabs

Joergen Folmer Hansen
Hanebjergvej 4B
3210 Vejby
Denmark
Tel: 42 30 55 11
Contact: Mr. Folmer Hansen
Product: halibut

Joergen Thyrring
Bostamose, Oestrest. 1 A
2930 Klampenborg
Denmark
Tel: 31 63 37 77
Contact: Mr. Joergen Thyrring
Product: fish, Game Meat

Juhl, J. Chr. A/S
Sdr Havnekaj 16,
P.O. Box 107
5300 Kerteminde
Denmark
Tel: 65 32 15 19
Fax: 65 32 42 19
Contact: Mr. Ole Levin Nielsen
Product: fish roe

Kangamiut fish Trade A/S
Slotsgade 21
9330 Dronninglund
Denmark
Tel: 98 84 23 11
Fax: 98 84 23 12
Contact: Mr. Niels Rasmussen
Product: fish roe, halibut, salmon,
shrimp, prawns, turbot

Koebenhavns Fiskehal A/S
Fisketorvet 11-15
1561 Copenhagen V, Denmark
Tel: 33 12 41 11
Fax: 33 12 41 12
Contact: Mr. Hans Thorsig
Product: clams, crab Meat, fish,
halibut, lobster, scallops, shrimp,
prawns, Tuna

Koebenhavns Fisketorv A.M.B.A.
Kalvebod Pladsvej 26
1561 Copenhagen V
Denmark
Tel: 33 12 85 31
Contact: Mr. Leif Kold
Product: fish

Kongsbak Lassen A/S
Kalvebod Pladsvej 26
2300 Copenhagen S
Denmark
Tel: 33 12 95 66
Fax: 33 15 67 65
Contact: Jacob Kongsbak Lassen
Product: lobster

Kurt Kallehauge A/S
Fiskepakhushuset 21
9990 Skagen, Denmark
Tel: 98 44 68 00
Fax: 98 44 63 82
Contact: Mr. Kurt Kallehauge
Product: catfish, cod, fish roe, fish,
haddock, hake, halibut, herring,
lobster, mackerel, pollock, salmon,
scallops, shrimp, prawns, turbot

Larko International Ltd
Mesterloddan 16
2820 Gentofte, Denmark
Tel: 31 65 48 00
Fax: 31 65 49 87
Contact: Mr. L. Kobberholm
Product: cod, eel, fish roe, halibut

Larsen, Jens A
Orionvej 20
9900 Frederikshavn, Denmark
Tel: 98 43 17 00
Fax: 98 43 31 65
Contact: Mr. Jens Larsen
Product: fish, mackerel

Lykkeberg, P., A/S
Fisketorvet 15
1561 Copenhagen V
Denmark
Tel: 33 15 45 00
Fax: 33 15 30 90
Contact: Ms. Susanne Folmer
Product: cod, herring, shrimp,
prawns, surimi

Musholm Lax A/S
Strandvejen 101, Reersoe Havn
4281 Goerlev, Denmark
Tel: 53 55 90 07
Fax: 53 55 97 96
Contact: Mr. Niels Dalsgaard
Product: eel, fish roe, fish, hake,
halibut, Perch, Pike, salmon

Naajaq Seafood Esbjerg A/S
H E Bluhmesvej 30, Postboks 1319
6701 Esbjerg, Denmark
Tel: 75 13 88 55
Fax: 75 12 18 19
Contact: Mr. John Nielsen
Product: shrimp, prawns

Norlax A/S
Trindholtsgade 2-8
Postboks 460
6000 Kolding, Denmark
Tel: 75 52 03 22
Fax: 75 52 06 12
Contact: Mr. Kasper Andreasen
Product: fish, eel, salmon

Nowaco International A/S
Kong Christians All 37
Po Box 40
9100 Aalborg, Denmark
Tel: 98 13 41 33
Fax: 98 13 47 88
Contact: Mr. Steen D Pedersen
Product: cod, halibut, pollock, turbot

Pacific salmon & Seafood
Falstervej 19
5800 Nyborg, Denmark
Tel: 65 31 23 13
Fax: 65 31 60 55
Contact: Mr. Erik Graae Nielsen
Product: hake, halibut, lobster,
pollock, salmon, shrimp, prawns

Peter Holm A/S
Ulsnaes 33
6600 Graasten
Denmark
Tel: 74 65 11 50
Fax: 74 65 28 20
Contact: Mr. Sten Hansen
Product: Capelin, hake, pollock,
turbot, Greenland halibut

Rahbekfisk A/S
Vesthavnen,
Postboks 235
7000 Fredericia
Denmark
Tel: 75 92 20 00
Fax: 75 91 02 13
Contact: Mr. Kurt Nielsen
Product: cod, haddock, hake, cusk,
pollock, salmon, shrimp, prawns,
groundfish

roentved, Marius A/S
Auktionsvej 20
9990 Skagen
Denmark
Tel: 98 44 16 77
Fax: 98 44 62 31
Contact: Mr. Finn Justesen
Product: fish, halibut, scallops,
shrimp, prawns, turbot

Royal Greenland Seafood
Hedelund 8, Glyngoere
7870 Roslev
Denmark
Tel: 97 73 10 44
Fax: 97 73 16 77
Contact: Mr. Knud V Hansen
Product: catfish, cod, eel, fish,
haddock, hake, halibut, lobster,
mackerel, pollock, salmon, shrimp,
prawns, turbot

Sas Service Partner
Copenhagen Airport
18 Kystvejen
2770 Kastrup
Denmark
Tel: 32 32 44 08
Fax: 32 32 40 80
Contact: Mr. Bent Rodian Olsen
Product: fish, lobster

Schimko Trading Aps
Assensvej 3
5400 Bogense, Denmark
Tel: 64 81 15 00
Fax: 64 81 18 82
Product: mackerel, salmon, scallops,
sole, trout, turbot, Greenland halibut

Schmidt Group I/S
Noerregade 10
3300 Frederiksvaerk, Denmark
Tel: 42 12 36 89
Fax: 47 77 17 07
Contact: Mr. Carsten Nielsen
Product: crabs, lobster, salmon,
shrimp, prawns, turbot

Sejrbo & Son AB
2359 Dymollan
26400 Klippan, Denmark
Tel: 435 15201
Fax: 435 18400
Contact: Mr. Hans J. Sejrbo
Product: eel, fish

Sepio A/S
Kildeskovsvej 86 A
2820 Gentofte, Denmark
Tel: 31 65 00 55
Fax: 31 65 55 44
Contact: Mr. Bo Bendixen, Director
Product: crab meat, eel, fish, halibut,
lobster, salmon, scallops, shrimp

Sirena A/S
Kongevejen 71
2840 Holte, Denmark
Tel: 45 41 22 11
Fax: 45 41 22 10
Contact: Mr. Steen Riber, Director
Product: catfish, haddock, hake,
halibut, pollock, salmon, scallops

CANADIAN EMBASSY
Kr. Bernikowsgade 1,
DK=1105 Copenhagen K,
Kingdom of Denmark
Tel:(011-45-33) 12-22-99
Fax:(011-45-33) 14-05-85
Contact: Ms. Jade L. Neergaard

Sirena salmon Company A/S
Pilevej 1, PO Box 116
9530 Stoevring,
Denmark
Tel: 98 37 48 00
Fax: 98 37 48 44
Contact: Mr. Bo V. Larsen, Director
Product: salmon

Skagerak Fiskeeksport A/S
Sindalvej 5
9850 Hirtshals, Denmark
Tel: 98 94 11 00
Fax: 98 94 48 22
Contact: Mr. Birger Gade Soerensen
Product: cod, halibut, herring, turbot

Taabel & Co, P A/S
Industribuen 3
7730 Hantsholm, Denmark
Tel: 97 96 16 77
Fax: 97 96 13 49
Contact: Mr. Lars Taabel
Product: pollock, shrimp, prawns

Thai-Den Aps
Ravnsbjergvej 69
8800 Viborg, Denmark
Tel: 86 63 70 00
Fax: 86 63 86 92
Contact: Mr. Lars Klok
Product: crab meat, lobster, salmon,
scallops, shrimp, prawns

Tholstrup Aps
Grabrode Torv 11
1154 Copenhagen K, Denmark
Tel: 33 11 11 88
Fax: 33 13 90 86
Contact: Mr. Peter Tholstrup
Product: clams, crabs, lobster,
scallops, turbot

Thomsen, N B Aps
Soeren Humbers Kaj,
9990 Skagen, Denmark
Tel: 98 44 55 44
Fax: 98 44 18 55
Contact: Mr. Niels Bjoern Thomsen
Product: catfish, cod, fish, haddock,
hake, pollock, turbot

Uhrenholt Fisk, F A/S
Odensevej 11
5500 Middelfart, Denmark
Tel: 64 41 40 41
Fax: 64 41 22 62
Product: cod, fish, haddock, halibut,
scallops, prawns, surimi, turbot

Vendelbo
Moellevaenget 7
Postbox 116
2970 Hoersholm, Denmark
Tel: 42 86 44 84
Fax: 42 86 48 81
Contact: Mr. Tom Vendelbo, Director
Product: clams, lobster

Vendsyssels Denmark A/S
Fisketorvet 37
1561 Copenhagen V, Denmark
Tel: 33 12 61 67
Fax: 33 93 61 60
Contact: Peter Bamberger, Director
Product: crab, halibut, lobster

Werner Larsson Fiskeeksport A/S
Galeasevej 3
9990 Skagen, Denmark
Tel: 98 44 10 00
Fax: 98 44 62 07
Contact: Mr. Eric Stensgaard
Product: catfish, cod, fish, hake,
halibut, mackerel, turbot

FINLAND

Finns are among the largest consumers of fish per capita in the world, 20 kg per person on average. In 1992, Finland imported 30,000 tons of fish and seafood products or approximately 30% of total consumption, in comparison Finland exported 2,200 tons in 1992. The main domestic catch is Baltic herring, a degenerated form of the Atlantic herring, which is the basic fish diet in Finland, allowable catch is 100,000 tons per year. To protect its own fishing industry, Finland has restricted imports on species which compete with the domestic catch of salmon related species and baltic herring. Other ocean caught fish can be imported without a permit but the demand is limited to cod and flatfish which are only imported in minor quantities. Importation of fish fillets, fresh or frozen, are free of limitations. Import duties for fresh or frozen fish vary between 1-5%, for canned fish 15% except for tuna and mackerel 7.5%. All imported fish and fish products are liable to inspection by the Customs Laboratory for freshness and contamination, these inspections are quite strict and rejections have occurred for Canadian fish.

Inex Partners Oy
Fleminginkatu 34
00501 Helsinki
Finland
Fax: 358-0-1884233
Product: wholesale and retail chain stores

Kesko Oy
Satamakatu 3
00160 Helsinki
Finland
Fax: 358-0-661185
Product: wholesale and retail chain stores

TUKO Spar Oy
Työpajankatu 13
00500 Helsinki
Finland
Fax: 358-0-6196157
Product: wholesale/retail

Ab Chips Food
Verkkosaari
00500 Helsinki, Finland
Fax: 358-0-762420
Product: specialty seafood

Arvo Kokkonen Oy
Tattarisuontie 1 A
00770 Helsinki, Finland
Fax: 358-0-384951
Product: crustaceans, frozen

Bauckman Oy
21150 Röölä, Finland
Fax: 358-21-522350
Product: cured herring

Oy Nordeko Ab
Munksnässtrand 45 B
00330 Helsingfors, Finland
Fax: 358-0-488478
Product: various seafood

Partio Group
Astenajankatu 11
48770 Karhula, Finland
Fax: 358-52-77821
Product: various seafood

TRIO Trading
Jänismaantie 1
67800 Kokkola, Finland
Fax: 358-68-8226615
Product: various seafood

Oy Merituote A. Sandin
10940 Hanko, Finland
Fax: 358-11-81234
Product: frozen fish products

Hätälä Oy
Lapinraunioentie 3
90420 Oulu, Finland
Fax: 358-81-5521203
Product: various seafood

CANADIAN EMBASSY
Pohjois Esplanadi 25B,
00100 Helsinki, Finland
Tel:(011-358-0) 171-141
Fax:(011-358-0) 601-060
Contact: Mr. Kari H. Valjakka

FRANCE

Overall access to the French market is identical to that of other EEC markets. It is based on strict sanitation procedures similar to the Canadian system, and on an average level of customs duties, which increases for processed products. Special procedures may exist for processed products. EEC regulations for labelling and composition may seem unusual to Canadian exporters.

The French usually purchase most of their lobster and crayfish during the year-end holidays. The market for live lobster is a growing one. Among frozen products, there is ample room for more diversification. The total market for live lobster in 1992 was 3,896 tonnes, of which 1,012 were directly from Canada. The market for frozen lobster, whole or in pieces, was 2,023 tonnes in 1992, all but two percent of which was Canadian.

Import duty on live of whole frozen lobster is eight percent. French consumption of salmon in all forms is increasing, but the Canadian share of the market has greatly declined. Of 87,326 tonnes in 1992, only 2,424 were from Canada. Main products imported are frozen crab meat, frozen shrimp, frozen scallops, frozen freshwater fish, frozen cod, other frozen and fresh sea fish.

One important point is the fact that supermarket distribution now plays a leading role in the sale of food products, including fresh and frozen seafood—over half of total food sales occur in superstores and supermarkets. Canadian companies may choose between three types of marketing: selling to a wholesaler, sometimes known as an importer, selling through an agent or selling direct to processors or purchasing pools.

Ready-to-sell products such as frozen salmon, frozen "popsicle" lobster and live lobster (during the Christmas holidays) are often sold directly to them or through a single intermediary in charge of importing. Negotiating with these powerful purchasing pools is always difficult and requires a cautious approach.

In addition to the species already mentioned, Canada can increase its sales by diversifying supply and developing species such as burbot and ray, which are popular in France but not in Canada.

Andre Ledun S.A.
13, Quai de la Vicomté
76400, Fecamp
France
Tel: 35 29 22 86
Fax: 35 29 95 73
Contact: M. François Ledun,
President
Product: seafood, fish, fresh, frozen,
chilled

Armoric S.A.
B.P. 37
29140, Rosporden
France
Tel: 98 64 72 72
Fax: 98 59 93 30
Contact: Mr. Pierre Bouloc,
President
Product: seafood, fish, fresh, chilled,
frozen

Barogel SA
17, rue de la République
B.P. 2502
13002, Marseille,
France
Tel: 91 91 92 60
Fax: 91 91 05 09
Contact: M. Christian Barone,
President
Product: seafood

BMR Saumon Fume
Rue Jean Chazy
Zone Portuaire Nord E., 69400
Villefranche sur Saone,
France
Tel: 74 62 37 61
Fax: 74 62 35 15
Contact: M. Vincent Keller,
President
Product: seafood

Canal S
Avenue de Champagne
Condette
62360, Pont de Brisques
France
Tel: 21 83 48 58
Fax: 21 83 57 10
Contact: M. Joseph Barbe,
President
Product: fish and seafood products,
fresh, frozen

Comigro-Geneco S.A.
29, rue Tronchet Esc. B
75008, Paris,
France
Tel: (1) 42 65 43 26
Fax: (1) 47 42 87 63
Contact: M. Jean-Max Martel,
President
Product: seafood

Compagnie d'Importation
Boulonnaise
56, rue Ferdinand Buisson
62200,
Boulogne sur Mer
France
Tel: 21 92 07 35
Fax: 21 31 13 95
Contact: M. Michel Bruchet,
President
Product: seafood

Compagnie Française des Surgeles
S.A.
Parc d'Activité de Limonest
52 Allée des Cèdres
69760, Limonest, France
Tel: 78 47 57 57
Fax: 78 47 47 43
Contact: M. Norbert Coll
Product: seafood

Corimplex-
Socopa
40-42, Boul. Jean Jaurès,
B.P. #204
92112, Clichy Cedex,
France
Tel: (1) 47 37 42 02
Fax: (1) 47 37 28 11
Contact: M. J. Personnier
Product: seafood

Cuisimer S.A.
Zone Industrielle de Blactot
B.P. 530
50500, Carentan,
France
Tel: 33 42 73 00
Fax: 33 42 29 81
Contact: M. Hervé Lasseigne
Product: seafood

D.L. Seafoods
1 rue Karl Marx
78500, Sartrouville
France
Tel: (1) 39 13 89 90
Fax: (1) 39 13 83 97
Contact: M. Didier Lhoste
Product: fish, seafood, other seafood
products

Damien de Jong S.A.
#80,
rue de la Plaine des Bouchers, B.P.
#195
67022, Strasbourg Cedex
France
Tel: 88 79 34 34
Fax: 88 39 21 70
Contact: M. Bertrand De Jong
Product: seafood

Davigel S.A.
Zone Industrielle
B.P. #41
76201, Dieppe,
France
Tel: 35 04 76 00
Fax: 35 40 14 31
Contact: M. Jean Louis Meuric
Product: seafood

Gelazur SA
455, Promenade des Anglais
L'Arenas,
B.P. #291
06024, Nice Cedex,
France
Tel: 93 18 07 05
Fax: 93 18 09 10
Contact: M. Roger Kourcia
Product: seafood, fresh, chilled,
frozen

Gelmur S.A.
207, rue des Margats
B.P. 467
62206, Boulogne sur Mer Cedex,
France
Tel: 21 87 87 00
Fax: 21 87 87 87
Contact: M. J.-Marie Delperie
Product: seafood

Generale d'Importation S.A.
40, rue du Séminaire
B.P. 430
94155, Rungis Cedex,
France
Tel: (1) 46 87 22 26
Fax: (1) 46 87 98 23
Contact: Armelle Ledru
Product: seafood

Giemse
9, rue des Halles
06400, Cannes,
France
Tel: 93 85 76 69
Fax: 93 99 40 73
Contact: M. Lepape
Product: seafood

Gilles et Cie S.N.C.
3, rue des Claires
Bât A5-
Min Rungis
94519, Min Rungis
France
Tel: (1) 46 87 24 17
Fax: (1) 46 87 67 65
Contact: M. Michel
Product: seafood, other specialty
products

Ifafood S.A.
38, Avenue de l'Opéra
75002, Paris
France
Tel: (1) 42 66 12 02
Fax: (1) 42 66 46 28
Contact: M. Patrick Brame,
Import Contact
Product: fish, seafood, frozen,
chilled, fresh

Interpral S.A.
38, rue du Louvre
75001, Paris
France
Tel: (1) 40 26 56 13
Fax: (1) 40 26 17 47
Contact: M. Zack Zerbib
Product: fish, seafood, fresh, chilled,
frozen

Kermad S.A.
Rond Point du Kervao
B.P. 20
29490, Guipavas
France
Tel: 98 34 48 48
Fax: 98 30 58 85
Contact: M. Patrick Stempfel
Product: seafood, fish, fresh, chilled,
frozen

Labeyrie Robert S.A.
 Saint-Geours-de-Maremne
 40230, St Vincent de Tyrosse
 France
 Tel: 58 57 73 00
 Fax: 58 57 33 07
 Contact: M. J.P. Chevalier,
 Import Contact
 Product: seafood

Le Borvo S.A.
 Domaine de la Mothe
 Route de Beaumont, Chemilly
 89250, Seignelay, France
 Tel: 86 47 82 44
 Fax: 86 47 88 82
 Contact: M. Daniel Raymond,
 Import Contact
 Product: seafood

Legrand et Malo S.A.
 2 rue du Bastion
 B.P. 729
 76060, Le Havre Cedex
 France
 Tel: 35 42 03 67
 Fax: 35 21 67 79
 Contact: M. Alain Laviec,
 Import Contact
 Product: seafood

Marcel Baey
 31, rue Albert Lavocat
 B.P. 359, 62200,
 Boulogne sur Mer,
 France
 Tel: 21 83 62 00
 Fax: 21 87 24 85
 Contact: M. J.L. Couvois,
 Import Contact
 Product: seafood

Maryvex S.A.R.L.
 22, Boulevard Jean Pierre Calloch,
 Port de Pêche
 56100, Lorient,
 France
 Tel: 97 37 30 44
 Fax: 97 37 06 22
 Contact: M. Dominique Dischamps,
 Import Contact
 Product: seafood

Miko S.A.
 Rue Lamartine
 52111, Saint-Dizier Cedex
 France
 Tel: 25 07 35 35
 Fax: 25 07 34 00
 Contact: M. Joseph Ortiz,
 Import Contact
 Product: seafood

Mil'mer S.A.
 16 route de Bray-Dunes
 59114, Steenvoorde
 France
 Tel: 28 49 75 39
 Fax: 28 49 75 38
 Contact: M. Charles Hamille,
 Import Contact
 Product: seafood

National 1
 24, rue de Solférino
 62200, Boulogne sur Mer
 France
 Tel: 21 87 66 66
 Fax: 21 87 40 66
 Contact: M. Francis Charles,
 Import Contact
 Product: seafood

National Sea (Bretagne Export)
 14,
 Avenue de la Perrière
 B.P. 326
 56103, Lorient Cedex
 France
 Tel: 97 37 35 55
 Fax: 97 83 47 09
 Contact: M. Marcel Le Mentec,
 Import Contact
 Product: seafood

Norsea
 24, rue de Solférinorière
 62200,
 Boulogne sur Mer
 France
 Tel: 21 83 00 06
 Fax: 21 83 34 29
 Contact: M. Colasse,
 Import Contact
 Product: seafood

Pataya Foods U & P
 40 Rue des Vignobles
 78400,
 Chatou
 France
 Tel: (1) 39 52 35 45
 Fax: (1) 30 71 45 25
 Contact: M. Didier Leoncini,
 Import Contact
 Product: seafood

Pecheries de Fecamp SA
 Z.I. du District de Fécamp
 76400,
 Epreville - Fecamp
 France
 Tel: 35 10 25 25
 Fax: 35 10 25 36
 Contact: M. Jean York,
 Import Contact
 Product: seafood

Pomona S.A.
 21 rue du Pont Neuf
 75001, Paris
 France
 Tel: (1) 40 28 30 00
 Fax: (1) 40 28 31 41
 Contact: Madame Pierrette Quillay,
 Import Contact
 Product: seafood

Primel S.A. (Siege)
 Le Diben
 29228, Plougasnou
 France
 Tel: 98 67 81 22
 Fax: 98 67 82 02
 Contact: M. Raphael Di Sinno,
 Import Contact
 Product: seafood

Prodalux S.A.R.L.
 7 Boulevard du Bassin Napoléon
 62200, Boulogne sur Mer
 France
 Tel: 21 30 34 55
 Fax: 21 30 04 59
 Contact: M. Louis Causse,
 Import Contact
 Product: seafood, fresh, chilled,
 frozen

Produits de la Manche

Z.I. Babeuf, BP 75
76400, Fecamp, France
Tel: 35 27 74 83
Fax: 39 27 45 22
Contact: M. Van Vellegem
Product: seafood

Purdew et Associes S.A.R.L.

40, av. Guy de Maupassant
78400, Chatou, France
Tel: (1) 34 80 90 30
Fax: (1) 30 71 50 20
Contact: Mlle Evelyn Purdew
Product: seafood

Raymond Bunge, S.A.

28, Rue du Général de Gaulle
76310, Sainte Adresse, France
Tel: 35 46 28 92
Fax: 35 46 73 16
Contact: M. Nicolas Bunge
Product: seafood

Reyns et Maurel Sarl (Ets)

15, rue du Louvre
75001, Paris, France
Tel: (1) 42 36 02 90
Fax: (1) 40 13 93 26
Contact: M. Bernard Maurel
Product: seafood

CANADIAN EMBASSY

35, avenue Montaigne,
75008 Paris,
France
Tel:(011-33-1) 44.43.29.00
Fax:(011-33-1) 44.43.29.98
Contact: Mr. Yannick Dheilily

S.A.S.

58 boulevard Gustave Roch
44061, Nantes Cedex 02,
France
Tel: 40 35 66 06
Fax: 40 35 66 59
Contact: M. B. Kerambrun
Product: seafood

S.C.A.B.

Lampaul Guimiliau
B.P. #133,
29402, Landivisiau,
France
Tel: 98 68 71 72
Fax: 98 68 69 01
Contact: M. Jacques Guivarch
Product: seafood

S.P.A.Y. (S.A.)

21, Quai de la Chapelle
85350, Ile d'Yeu,
France
Tel: 51 58 36 10
Fax: 51 58 75 88
Contact: M. J.B. Delpierre
Product: seafood

Saumon Pierre Chevance S.A.

59-61 rue de Picpus
75012, Paris,
France
Tel: (1) 43 43 40 30
Fax: (1) 43 07 62 27
Contact: M. Robert Chevance
Product: seafood

Skyfish/Skipper

71-73 avenue G. Politzer
78190, Trappes,
France
Tel: (1) 30 51 94 47
Fax: (1) 30 69 08 40
Contact: M. Cheron
Product: seafood

Soc. d'Etudes et de Comm.

87 avenue de la Grande Armée,
75016, Paris, France
Tel: (1) 40 66 14 17
Fax: (1) 45 01 71 36
Product: seafood

Sopal S.A. (Narvik)

Lestrevignon
29230, Landivisiau, France
Tel: 98 68 44 45
Fax: 98 68 33 13
Contact: M. Jaouen
Product: seafood

Spegal S.A.

rue Jean Pierre Clause
67300, Schiltigheim, France
Tel: 88 81 22 00
Fax: 88 62 32 57
Product: seafood

Thiol et Cie

4, rue Jacq. Bareu-Dubourg
B.P. 4, 53101,
Mayenne Cedex, France
Tel: 43 04 20 32
Fax: 43 32 07 81
Product: seafood

Volagel Import Export S.A.

87 av. de la Grande Armée
75016, Paris, France
Tel: (1) 40 67 75 50
Fax: (1) 40 67 75 60
Contact: Ms M. Josée Ferry
Product: seafood

Zarfdjian

2 rue de la Rucherie
77164, Ferrieres, France
Tel: (1) 64 66 35 03
Fax: (1) 64 66 35 06
Contact: M. J.P. Zarfdjian
Product: seafood

GERMANY

The demand for fish and fish products in Germany continues to grow. Fish consumption per capita has been steadily rising over the past few years, from 11.6 kg in 1983 to a record high of 14.8 kg in 1992, thus clearly exceeding the worldwide average per capita consumption of 13.3 kg. Total consumption, with 1.2 million tonnes in 1992, for the third time in a row exceeded the 1 million tonne level. Of this, over 80% was imported, making Germany a major market for suppliers of fish and fish products.

Over 80 percent of German households have freezers, and the number of microwave ovens reaches over one third of German homes. This has contributed to a big surge in the sale of frozen fish products, which in 1992 accounted for around 23% of all fish consumption.

Herring, in a variety of forms, is by far the most popular fish in the German market, with a share of 28.6 percent in 1992. Alaska pollock, which is the key ingredient in the frozen products sector, is in second place, with 14.3 percent in 1992 slightly down from 16 percent in 1990. This reduction is likely due to the rapid rise in price which has taken place, and German fish processors are keen on finding new whitefish substitutes (e.g., roundnose grenadier).

Cod had previously filled the place now occupied by Alaska pollock, but supply problems have driven it down to ninth place, at only 2.5 percent of the market. The third place is now occupied by saithe, followed by haike (9.2 percent compared to 6.1 percent in 1990), bonito, ocean perch, and mackerel.

Overall, there is a clear trend towards luxury fish and shellfish. Included in this category are lobster, shrimps, and prawns. Also part of this trend is the increase in salmon consumption, primarily from Norwegian waters, much of which is in the form of smoked products.

The main suppliers of the German market are Denmark, the Netherlands, Norway, Iceland and Poland. Most of these countries benefit from preferential access to the German market, either as a member of the European Community (EC) or as part of the European Free Trade Association (EFTA), thereby avoiding some of the high tariffs placed on certain processed fish products (e.g., between 20% and 25% on canned herring, mackerel, etc.).

Canadian exports to Germany of fish and fish products in 1992 amounted to \$US 37.5 million or just slightly over 1.8% of all German fish imports according to German statistics. These figures are relatively low, even in comparison to other European markets. In part it can be explained by the tariffs and seasonal quotas facing certain species of fish from Canada. But it is also attributable to the price-sensitivity of the German market: imports from Canada are influenced both by changes in the value of the dollar, and by the willingness of German processors to substitute cheaper varieties of fish in their products if relative prices are modified over time.

Be this as it may, there are still a number of good prospects in the German market for those Canadian suppliers of fish and shellfish able to offer a quality, carefully-sorted product. Although the competition for herring is intense, certain Canadian varieties and (larger) sizes are sought after by German processors. Similarly, while mackerel is relatively abundant in European waters, large Canadian hand-filleted mackerel is sought after. Ocean perch, an "underutilised species" in Canada, is one of the favourites of the German consumer.

German smokers also offer one of the few markets for dogfish bellyflaps. Finally, high and rising incomes make this country an excellent market for Canadian lobster, and offer good prospects for such luxury products as shrimp, shellfish or freshwater fish. At the same time, the less-affluent consumers of eastern Germany have served to reinforce demand for cheaper forms of fish.

A & P Warenhandl Gmbh
Im Heidewinkel 7,
21449 Radbruch,
Germany
Tel: 04178-331/393
Fax: 04178-1417
Product: lobster canned, frozen
lobster

Anglo-Skandia Im-Und Export Gmbh
& Comapny
Gasstr. 18,
22761 Hamburg,
Germany
Tel: 040-896081-83
Fax: 040-8993999
Product: frozen cod, frozen dogfish,
frozen groundfish, herring, fresh,
frozen salmon

Appel & Frenzel Gmbh
Kieshecker Weg 40
40468 Dusseldorf,
Germany
Tel: 0211-41590
Fax: 0211-4159107
Product: salmon roe

B. Essmann & Company
Grosse Elbstr. 212
22767 Hamburg,
Germany
Tel: 040-381931
Fax: 040-3809343
Product: live lobster

C. Lisner & Soehne
In der Schenke 32
59192 Bergkamen,
Germany
Tel: 02306-84934
Fax: 02306-83102
Product: salmon roe

Carl Simonsen
Elbchaussee 26
22765 Hamburg,
Germany
Tel: 040-391345
Fax: 040-3904169
Product: fresh, frozen, chilled,
dogfish, herring

Caspian Caviar Ardabili Gmbh
Humboldtstr. 65
22083 Hamburg,
Germany
Tel: 040-2293056
Fax: 040-221035
Product: salmon roe

Caviar-Christensen
Grosse Elbstr. 160
22767 Hamburg,
Germany
Tel: 040-3802180
Fax: 040-381298
Product: eels, salmon, salmon roe

Christian Goedecken Jr.
Grosse Elbstr. 210
22767 Hamburg,
Germany
Tel: 040-389080
Fax: 040-38908110
Product: live lobster, salmon, salmon
roe

CRUSTIMEX
Seafood Import-Export Gmbh
Grosse Elbstr. 133
22767 Hamburg,
Germany
Tel: 040-3802020
Fax: 040-38020254
Product: frozen cod, frozen
groundfish, other frozen seafood
products

Duetsche See
Van den Bergh
Elbinger Platz 1
27512 Bremerhaven,
Germany
Tel: 0471-13235
Fax: 0471-13293
Product: live lobster

Erich Koenig
Nordbahnstr. 10
13409 Berlin,
Germany
Tel: 030-491100
Fax: 030-4912000
Product: eels, salmon

Ernst J.L. Franke Gmbh & Co.
Abba GMBH,
Grosse Elbstr. 141
22767 Hamburg,
Germany
Tel: 040-387784
Fax: 040-385867
Product: fresh, chilled, frozen,
salmon

Ernst Kratzenstein & Company
Rothenbaumchaussee 58
20148 Hamburg,
Germany
Tel: 040-4411370
Fax: 040-4411370
Product: herring

Flamingo-Fisch Gmbh & Co.
Fischereihafen Halle 8
Postfach 290165
27531 Bremerhaven,
Germany
Tel: 0471-79930
Fax: 0471-799369
Product: frozen cod, frozen
groundfish

Fr. Pedersen
Grosse Elbstr. 152
22767 Hamburg,
Germany
Tel: 040-381617
Fax: 040-3892663
Product: live lobster

Friedrich Wilhelm Luebbert Gmbh
Wittlingstr. 10
27572 Bremerhaven,
Germany
Tel: 0471-79900
Fax: 0471-7990191
Product: cod, frozen groundfish,
herring

Gottfried Friedrichs
Borselstr. 26
22765 Hamburg,
Germany
Tel: 040-398280
Fax: 040-39828200
Product: eels, salmon roe

Heinz Boettcher
 President-Herwig Str.
 27451 Cuxhaven, Germany
 Tel: 04721-22004
 Fax: 04721-24058
 Product: herring

IFICO
 P.O. Box 290226
 27532 Bremerhaven, Germany
 Tel: 0471-979704
 Fax: 0471-979705
 Product: frozen cod, frozen
 groundfish

International Emporium
 Aussenhandels Gmbh
 Uhlandstr. 66
 22087 Hamburg, Germany
 Tel: 040-258001
 Fax: 040-258233
 Product: eels

Jorgen Christensen
 Papenstr. 32
 22089 Hamburg, Germany
 Tel: 040-2506004
 Fax: 040-2514295
 Product: eels, salmon roe

CANADIAN EMBASSY
 Friedrich-Wilhelm-Strasse 18,
 53113 Bonn,
 Germany
 Postfach 12 02 40,
 Tel:(011-49-228) 968-0
 Fax:(011-49-228) 968-3904
 Contact: Mr. Jens-Peter Otto

Karsten Hagenah
 Schnackenburgallee 8
 22525 Hamburg, Germany
 Tel: 040-8501065
 Fax: 040-857037
 Product: eels, lobster, salmon

L.G. Carrion & Co.
 Zimmerstr. 6
 22085 Hamburg, Germany
 Tel: 040-2202831
 Fax: 040-2278611
 Product: herring

Mövenpick Restaurantbetrieb
 Handelsgesellschaft
 Morikestr. 67
 70199 Stuttgart, Germany
 Tel: 0711-64690
 Fax: 0711-600140
 Product: freshwater fish

NORDSEE
 Deutsche Hochseefischerei
 27570 Bremerhaven, Germany
 Tel: 0471-130
 Fax: 0471-13400
 Product: frozen cod, frozen
 groundfish

Schreiber & Moll
 Klosterwall 4
 20095 Hamburg, Germany
 Tel: 040-331736
 Fax: 040-336637
 Product: fish, seafood

Stuehrk Delikatessen Import
 Krohnstieg 61
 22415 Hamburg, Germany
 Tel: 040-5313015
 Fax: 040-5319124
 Product: salmon roe

Thormahlen & Company
 Alte Landstr. 7
 22972 Gross Handssdorf,
 Germany
 Tel: 04102-63554
 Fax: 04102-65876
 Product: eels, salmon

GREECE

Although Greece, except for its northern boundaries, is surrounded by sea, it is a net fish importer making it a good export market for Canadian fish species. Greek fish importers and agents have been in business for many years and have established good commercial ties with Canadian companies.

Major fish exporting companies in Canada are being represented in Greece very successfully and for some species, such as smoked herring and west salted cod, have managed over the years to obtain a good share of the market in spite of strong competition.

Cold storage facilities are ample in the Athens area and in other cities around Greece and transportation to final destination, no matter how far away from Athens, poses no problem. Greece is an attractive long-term market offering good potential for fish species, such as mackerel, herring, dogfish, hake, haddock cod roe, smoked herring, canned tuna as well as frozen and live lobsters.

Charalambopoulos S.A.
39 Akti Dimeon
Patra 263 33
Greece
Tel: 30-61-326770
Fax: 30-61-340021/881-3672
Contact: Mr. G. Charalambopoulos
Product: wet salted cod, smoked herring, other seafood products

Saronis S.A.
318 Syngrou Ave.
176 73 Athens, Greece
Tel: 30-1-321-1330
Fax: 30-1-321-0633
Contact: Mr. Andonis Pissas
Product: smoked herring, wet salted cod

Motsenigos & Sons Co.
Paleokastritsa,
Corfu
Greece
Tel: 30-661-38813
Fax: 30-661-34673
Contact: Mr. Stefanos Motsenigos
Product: frozen fish

Pavlidis S.A.
15-17 Hadjikiakou Str.
185 37 Piraeus, Greece
Tel: 30-1-451-9990
Fax: 30-1-451-9990
Contact: Mr. J. Pavlidis
Product: canned fish

Elamer S.A.
55 Posidonos St.
175 62 Athens
Greece
Tel: 30-1-938.0200
Fax: 30-1-938-2320
Contact: Mr. G. Tzortzoglou
Product: wet salted cod, smoked herring, other seafood products

Spam EPE
2 Krousovou Str.
115 28 Athens
Greece
Tel: 30-1-724-8096/493-0759
Fax: 301-723-2620
Contact: Mrs. Peggy Manoussou
Product: frozen fish, frozen seafood

Hadjipanagos S.A.
70 Alimou Ave.
174 55 Alimos,
Athens
Greece
Tel: 30-1-995-4615
Product: smoked herring, other smoked products

Prime Foods Ltd.
62 El.Venizelou
166 71 Glyfada Athens,Greece
Tel: 30-1-962-5311
Fax: 30-1-896-2398
Contact: Ms. Deborah Philips
Product: gourmet, smoked

Gaza Limited
29 Ilission Str.
Nea Kifissia
145 64 Athens
Greece
Tel: 30-1-807-8006
Fax: 30-1-807-2298
Contact: Mr. H. Zafiriadis
Product: smoked herring

Imperial Salmon House
Canada-Hellas & Co. Ltd.
72 Harilaou Trikoupi & Eressou Str.
106 81 Athens, Greece
Tel: 30-1-364-3974/364-7805
Contact: Mr. Chris Antoniou
Product: frozen/smoked salmon

Alfa Beta Vassilopoulos S.A.
P.O.Box 60011
15310 Gerakas, Attica
Greece
Tel: 30-1-661-2501
Fax: 30-1-661-2675
Contact: Mr. G. Anagnostopoulos
Product: smoked, salted, canned fish products

Boston Importing Company S.A.
200 Harilaou Trikoupi Str.
14564 Kifissia, Athens
Greece
Tel: 30-1-800-0757
Fax: 30-1-807-0307
Product: live lobster

Isagoges Vakalaou S.A.
5 Kapodistriou Str.
185 31 Piraeus, Greece
Tel: 301-417-8286
Contact: Mr. G. Michailidis
Product: wet salted cod, herring

D. Vassiliou S.A.
226 Pireos Str.
177 78 Tavros, Athens
Greece
Tel: 30-1-342-5211
Fax: 30-1-346-2945
Contact: Mr. D. Vassiliou
Product: wet salted cod, herring

Rieco S.A.
31-33 D. Gounari Str.
Piraeus, Greece
Tel: 30-1-413-0238
Fax: 30-1 4114 757
Contact: Mr. P. Bamidis
Product: frozen fish

CANADIAN EMBASSY
4 Ioannou Ghennadiou Street
115 21 Athens,
Greece
Tel:(011-30-1) 725-4011
Fax:(011-30-1) 724-3994
Contact: Mrs. Marianna Saropoulou

Bertzeletos S.A.
2 Achileos Str.
104 37 Athens, Greece
Tel: 30-1-481-9531/482-5889
Fax: 301-482-9242
Contact: Mr. S. Faridis
Product: salted, frozen fish

Papanikolaou S.A.
6 Lykourgou Str.
Piraeus, Greece
Tel: 30-1-417-3038
Fax: 30-1-417-3038
Contact: Ms. V. Papanikolaou
Product: agent; all seafood

K & A Saropoulos Ltd.
83 Aristotelous Str.
11431 Athens
Greece
Tel: (30-1)883-9989
Fax: (30-1)883-7231
Product: trading company for fish,
fish hatcheries, and other seafood
outlets

OCTUPUSSY Inc.
7 Neof. Vamba Str.
106 74 Athens
Greece
Product: lobster

IRELAND

Ireland enjoys a fair degree of self-sufficiency in most fish varieties and in 1992 Irish fish exports were 183,000 tonnes (of which 134,000 tonnes were pelagic varieties). Irish fish imports in 1992 were approximately 37,000 tonnes, a fall of 7% on 1991 levels. Some 15,000 tonnes were imports of herring and mackerel from Great Britain and Northern Ireland for processing and re-export.

The balance of imports were destined mostly for the consumer market-notably frozen breaded battered fish sticks and fillets plus fish based ready meals. Imports of canned tuna declined considerably in 1992, whilst canned salmon (approximately 2,000 tonnes) held up. In addition, there are occasional purchases (from Canada) of frozen cod and herring. Per capita fish consumption in Ireland for 1991 was approximately 8.03 kilograms per annum.

Green Isle Foods Limited
Station Road
Boyle
Co. Roscommon
Ireland
Tel: 353-79-62913
Fax: 353-79-62915
Product: frozen cod

Chamco Seafoods Limited
Limerick Food Centre
Raheen Industrial Estate
Limerick
Ireland
Tel: 353-61-301893
Fax: 353-61-301265
Product: frozen coho salmon (for smoking)

Gallagher Bros Limited
Killybegs
Co. Donegal
Ireland
Tel: 353-73-31004
Fax: 353-73-31509
Product: herring

Beck Smith & Associates
Bannow Road
Cabra West
Dublin 7.
Ireland
Tel: 353-1-380133
Fax: 353-1-384644
Product: canned salmon

Rene Cusack Limited
Dock Road
Limerick
Ireland
Tel: 353-61-317566
Fax: 353-61-317121
Product: herring

CANADIAN EMBASSY

Canada House,
65/68 St. Stephen's Green,
Dublin 2, Ireland
Tel:(011-353-1) 478 1988
Fax:(011-353-1) 478 1285
Contact: Mr. John Sullivan

ITALY

Italy's domestic catch was officially estimated at 355,000 tonnes in 1992, but in reality was probably closer to 500,000 tonnes. Domestic catches continue to decline, whereas consumption and thus imports (an estimated 598,000 tonnes in 1992) continue to rise.

Although the market is highly seasonal (summer months), with a strong preference for fresh product, acceptance of frozen fish continues to grow at a faster pace than that of the sector as a whole. Up to now the preference given to Mediterranean or warm water species and the relative ease of access to adequate supplies of traditional products from other European countries, has tended to limit interest in importing from Canada, except for certain well-introduced species/products which have unique characteristics (i.e. Pacific salmon for smoking, dried saltfish, live lobster, etc).

This situation is gradually changing as tastes come more into line with those of other European countries and fish product supplies from local and other traditional sources grow scarce.

Adriacoop S.C.R.L.
Via Pigafetta
63039 S.Benedetto Del Tronto
Italy
Tel: 0735-592159
Fax: 0735-588664
Product: fresh, frozen

Agras S.R.L.
Piazza della Vittoria,
#14/30
16121 Genova (GE),
Italy
Tel: 010-586703
Fax: 010-565779
Contact: Dott. Romanengo,
Product: frozen, canned

Alfa Surgelati S.R.L.
Via Domenico Jachino, 10
00144 Roma (RM),
Italy
Tel: 06-529.0705
Fax: 06-529.3847
Contact: Sig. G. Reggiani,
Product: frozen

Alimenti Sud S.P.A.
Via Domitiana Km. 31
81030 Castelvoturno,
Italy
Tel: 0823-852161
Fax: 0823-852981
Contact: Sig. M. Cassese
Product: fresh, frozen, chilled, dried,
salted

Alipes S.R.L. Rappresentanze
Alimentari,
Via Villani 93
00179 Roma (RM),
Italy
Tel: 06-7886991
Fax: 06-7802758
Contact: Sig. Marco Passoni,
Import Contact
Product: canned

Aloia Riccardo S.R.L.
Corso Meridionale, 58
80143 Napoli (NA),
Italy
Tel: 081-265546
Fax: 081-5538256
Product: salted

Alpina Carni S.N.C.
Via G. Leopardi, 32
36060 Romano D'ezzelino (VI)
Italy
Tel: 0424-35739
Fax: 0424-34574
Contact: Sig. Lino Lorenzato
Product: smoked

Amati Riccione S.P.A.
Via Maranello, 1/3
40070 Coriano Di Rimini (FO)
Italy
Tel: 0541-657084
Fax: 0541-657315
Product: fresh, chilled, frozen,
canned

Amati Sud S.P.A.
Loc. Greppe di Pantano - Z.I.
86039 Termoli (CB),
Italy
Tel: 0875-751501
Fax: 0875-751751
Product: fresh, chilled, salted, dried,
frozen

Amoruso Import-Export S.P.A.
Via Acquasalsa, 38
80045 Pompei (NA),
Italy
Tel: 081-8501498
Fax: 081-8501495
Product: fresh, frozen, smoked,
canned

Arca Import S.R.L.
Via Amerigo Vespucci 9
80142 Napoli (NA),
Italy
Tel: 081-5536094
Fax: 081-260000
Product: salted, smoked, canned,
dried, brined

Ariete S.R.L.
Via Bernardino Alimena, 32/40
00173 Roma (RM),
Italy
Tel: 06-7233036
Fax: 06-7970102
Contact: Sig. G. Bizzarri,
Import Contact
Product: fresh, frozen, smoked

As.Ca. S.R.L.
Via Pederanza Villanova
40055 Castenaso (BO)
Italy
Tel: 051-6053358
Fax: 051-6053043
Contact: Sig. Renzo Negri,
Import Contact
Product: fresh, chilled, frozen, fish,
seafood

Azzurra Pesca S.N.C. Di Orsini
Largo Saluzzo 9/10
00182 Roma (RM)
Italy
Tel: 06-7017534
Fax: 06-7017646
Contact: Sig. N.O., Titolare,
Import Contact
Product: fresh

Battistini Elviro S.R.L.
Via Mazzini 123
47042 Cesenatico (FO)
Italy
Tel: 0547-80780
Fax: 0547-75156
Product: fresh, chilled, frozen, fish,
seafood

Bechini Adolfo Pescheria
Via dei Lanaioli, 17
50047 Prato (FI)
Italy
Tel: 0574-23213
Fax: 0574-55161
Contact: Sig. Adolfo Bechini,
Import Contact
Product: fresh, chilled, dried, frozen,
smoked

Bellucci Franco & C. S.A.S.
Via Staffette Partigiane
41100 Modena (MO)
Italy
Tel: 059-312002
Fax: 059-312430
Contact: Sig. F. Bellucci,
Import Contact
Product: fresh, chilled, frozen, dried,
fish, seafood, crustaceans, molluscs,
other products

Bema S.P.A.
Viale Brigata Bisagno, 10
16129 Genova (GE)
Italy
Tel: 010-55121
Fax: 010-5512405
Contact: Sig. Enio Viti,
General Manager
Product: canned

Berni Industrie Alimentari
Via Statale, 467
42013 Casalgrande (RE)
Italy
Tel: 0522-849455
Fax: 0522-849490
Product: fresh, chilled, frozen, fish,
seafood

Berselli Division Della
Eurofood
Via Privata Tacito 12
20094 Corsico (MI)
Italy
Tel: 02-44876
Fax: 02-4470027
Product: fresh, frozen, smoked,
canned

Blue Fish S.P.A.
S.S. 630 Ausonia,
km 29,500
(Localita' Penitro)
04023 Formia (LT)
Italy
Tel: 0771-36674
Fax: 0771-36724
Product: fresh, chilled, frozen,
seafood, dried fish

Boscolo Sante S.R.L.
Localita' Saloni
30015 Chioggia (VE)
Italy
Tel: 041-406027
Product: fresh, chilled, dried, frozen,
fish, seafood

C.A.M.
Conservificio Allev. Molluschi
Via della Marittima
30015 Chioggia (VE)
Italy
Tel: 041-403130
Fax: 041-404411
Contact: Sig. Marinucci,
Import Contact
Product: fresh

C.P.L. Imperial S.P.A.
C.P. 252
Via Tiburtina, 465
65100 Pescara (PE)
Italy
Tel: 085-51141
Fax: 085-50941
Contact: Camillo Pozzolini,
Import Contact
Product: salted, smoked, canned

Capri Blue Fish S.N.C.
Via G. Melisurgo 4
80133 Napoli (NA)
Italy
Tel: 081-5510973
Fax: 081-5518987
Contact: Sig. C. A. Fagnano, ,
Import Contact
Product: fresh, frozen

Caterpanta S.R.L.
Via Castellana 352
(Passo di Rigano)
90135 Palermo,
Italy
Tel: 091-311066
Fax: 091-311132
Product: fresh, frozen, chilled, dried,
salted

Clodiafrigo S.P.A.
Via Brondolo 13
30015 Chioggia (VE)
Italy
Tel: 041-490222
Fax: 041-490441
Contact: Sig. P. Cardillo,
Import Contact
Product: fresh, chilled, frozen, fish,
seafood

Co.Ge.Mar s.r.l.
Salita Fieschine,
#3/r
16122 Genova (GE)
Italy
Tel: 010-888936/7
Fax: 010-814551
Contact: Mr. J. Toomassian,
Import Contact
Product: fresh, frozen, smoked,
canned, dried, other seafood
products

Colle Oliva S.R.L.
Via Colle Oliva 10
00043 Ciampino (RM)
Italy
Tel: 06-7962532
Fax: 06-7961441
Contact: Sig. G. Proietti,
Import Contact
Product: fresh, frozen

Commimport Fish S.R.L.-F.LLI
Via Mugnano
Giugliano 2
80018 Mugnano Di Napoli
Italy
Tel: 081-7453322
Product: dried, smoked, salted,
canned

Consorzio Pescatori Di Goro
S.COOP.R.L.
Via A. Burgnoli 298
44020 Goro (FE)
Italy
Tel: 0533-793111
Fax: 0533-996454
Product: fresh, chilled, fish, frozen,
seafood

Copromar S.COOP.R.L.
Via del Faro, 380
00054 Fiumicino (RM)
Italy
Tel: 06-6580749
Fax: 06-6583232
Contact: Signora Matera,
Acquisti
Product: fresh, chilled, frozen, fish,
seafood

Coricelli Pietro Generale Alim.
Madonna di Lugo, 44
06049 Spoleto (PG)
Italy
Tel: 0743-49400
Fax: 0143-222254
Contact: Mr. A. Coricelli,
Import Contact
Product: salted, canned, fish,
seafood

Criscuolo Michele Prodotti Ittici
Via Sammartini 116
20125 Milano
Italy
Tel: 02-6698.2512
Fax: 02-6698.7227
Contact: Sig. M. Criscuolo,
Import Contact
Product: fresh

D. & C. Bologna S.P.A.
Via Nannetti, 1
40069 Zola Predosa (BO)
Italy
Tel: 051-755565
Fax: 051-6570170
Contact: Dott. Pasquale,
Import Contact
Product: smoked, canned, dried,
fish, seafood

Dab Italia S.P.A.
Via Castel Morrone, 28 R
16161 Genova Fegino (GE)
Italy
Tel: 010-406245
Fax: 010-407642
Product: smoked, canned, fish,
seafood

De Benedetti & C. S.N.C.
Darsena Sezione G n. 9
16126 Genova
Italy
Tel: 010-261350
Fax: 010-252030
Product: salted, dried, smoked,
canned, fish, seafood

De Langlade & Grancelli S.P.A.
Via Cairoli, 6/5
16124 Genova (GE)
Italy
Tel: 010-296473
Fax: 010-281556
Product: smoked, dried, fish,
canned, seafood

De Montis F. Imp/Exp Prodotti Ittici
Localita' Frutti D'Oro, 1
09012 Capoterra (CA)
Italy
Tel: 070-71632
Fax: 070-71632
Contact: Sig. F. De Montis,
Import Contact
Product: fresh, chilled, dried, frozen,
seafood, fish

De-Mar S.P.A.
Via degli Ongari 37
30018 Noale (VE)
Italy
Tel: 041-440848
Fax: 041-440848
Product: fresh, chilled, frozen,
specialty products

De.A.Mar. S.R.L.
Via Romea, 100/b - Rivà
45012 Ariano Polesine (RO)
Italy
Tel: 0426-79092
Fax: 0426-79181
Contact: Sig. M. De Agostini,
Import Contact
Product: fresh

Deamare S.R.L.
Via Brondolo, 3
30015 S. Anna Di Chioggia
Italy
Tel: 041-5540755
Fax: 041-5541137
Product: fresh, chilled, fish, seafood,
frozen

Delicious Di Rizzoli & C.
Via Bruno Buozzi, 14
43056 San Polo
Di Torrile
Italy
Tel: 0521-813525
Fax: 0521-819721
Contact: Sig. L. Rizzoli,
Acquisti
Product: fish, seafood, salted,
smoked, canned, specialty fish and
seafood

Dragoco Italia S.P.A.
Via Lucchese Borghesano 24
00146 Roma (RM)
Italy
Tel: 02-801116
Fax: 02-8900383
Contact: Sig. Maurizio Guida,
Titolare
Product: frozen, smoked, dried,
canned, fish, seafood

Erre Tre Import S.R.L.
Via Duca Ferrante
d. Marra 14
80136 Napoli
Italy
Tel: 081-7345001
Fax: 081-7345001
Product: fresh, chilled, frozen,
seafood, fish

Esca S.R.L.
Via Morosini 19
#63039
S. Benedetto Del Tronto (AP), Italy
Tel: 0861-89621
Fax: 0861-89626
Product: fresh, frozen, chilled,
seafood, fish, specialty fish and
seafood products

Europesca S.P.A.
Via Sammartini 71
20124 Milano
Italy
Tel: 02-6604751
Fax: 02-66982125
Product: fresh, chilled, dried, frozen,
seafood, fish

F.A.R.O. Pesca S.A.S.
Via degli Aldobrandini
#3/r
00121 Lido Di Ostia (RM)
Italy
Tel: 06-5672519
Fax: 06-5672529
Contact: Sig. R. Bazzali,
Import Contact
Product: fresh

Felaco Aniello
Ditta Individuale
Via Bologna 5
65100 Pescara
Italy
Tel: 085-294170
Fax: 085-294170
Contact: Sig. A. Felaco,
Titolare
Product: fresh, fish, seafood, other
seafood products

Ferpesca S.R.L.
Via Pacinotti, 22
37136 Verona (VE)
Italy
Tel: 045-8200200
Fax: 045-581346
Product: fresh, chilled, frozen, fish,
seafood

Fiorital S.R.L.
Santa Croce 491
Localita' Tronchetto
30125 Venezia (VE)
Italy
Tel: 041-5238526
Fax: 041-5203511
Contact: Sig. Aldo Fiorotto,
Import Contact
Product: fresh, frozen, fish, seafood
products

Fish Import S.N.C.
Via Valprato 68
10155 Torino
Italy
Tel: 011-2481404
Fax: 011-851026
Product: smoked, salted, canned,
specialty seafood

Foca Di Fornasari & Catabriga &
Company S.N.C.
Via Turrini 8
40012 Calderara Di Reno (BO)
Italy
Tel: 051-727415
Fax: 051-727155
Product: frozen, chilled, dried,
smoked, canned

Foods Import-
Fratelli Monti
64010 Villa Rosa (TE)
Italy
Tel: 0861-77537
Fax: 0861-751993
Contact: Sig. Riccardo Monti
Product: salted, canned, smoked,
dried

Fredditalia International S.P.A.
Via Isolabella
58043 Castiglione Della Pesc
Italy
Tel: 0564-936254
Fax: 0564-935314
Product: fresh, chilled, frozen, fish,
seafood

Frescomar S.R.L.
Contrada Scariglia
63037 Porto D'Ascoli (AP)
Italy
Tel: 0735-751316
Fax: 0735-657616
Product: fresh, frozen, fish, seafood,
chilled, dried

Frigosud Termoli S.R.L.
Zona Industriale
Localita' Greppe di Pantano
86039 Termoli (CB)
Italy
Tel: 0875-751502
Fax: 0875-751751
Product: fresh, frozen, other fish
products

Frollanpesca S.R.L.

Via Stefano
Jacini, #14/#15
00191 Roma
Italy
Tel: 06-3294904
Fax: 06-3286863
Contact: Sig. A. Frollano,
Titolare
Product: frozen, various species,
groundfish

Gadus S.R.L.

Via Flaminia, 441
00196 Roma (RM), Italy
Tel: 06-3231840
Fax: 06-3231468
Contact: Dott. A. La Rocca,
Import Contact
Product: dried, salted, canned, cod,
groundfish

Gelomar S.R.L.

Loc. La Valle
58043 Castiglione Della Pescaia (GR)
Italy
Tel: 0564-939062
Fax: 0564-939257
Product: fresh, frozen, other seafood
products

Giacalone Matteo E C. S.R.L.

Via Stefano, Turr #61
91026 Mazara Del Vallo (TP)
Italy
Tel: 0923-945603
Fax: 0923-933594
Product: fish, seafood, chilled, fresh,
frozen

Ginial S.R.L.

Calata Villa del Popolo
80133 Napoli, Italy
Tel: 081-265721
Fax: 081-265721
Product: salted, fish, seafood,
smoked, canned, specialty seafood
products

Giolfo & Calcagno SPA

16158 Genova-Voltri (GE)
Italy
Tel: 010-636141
Fax: 010-636141
Product: fresh, chilled, frozen, fish,
seafood

Giovanni Battaglia

Via Venezia 5
Casella Postale 2081
80100 Napoli
Italy
Tel: 081-7316135
Fax: 081-5731526
Product: salted, canned, fish,
seafood

Gismondi Enrico & Company S.P.A.

Via Gramsci 73
C.P. 712
16126 Genova (GE)
Italy
Tel: 010-201936
Fax: 010-290693
Contact: Sig. Carlo A. Rizzi,
Import Contact
Product: salted

Gruppo Marr S.P.A. Mag. Alim. Ri.

Riminesi
Via Spagna, 20
47037 Rimini (RI)
Italy
Tel: 0541-746111
Fax: 0541-746244
Product: fresh, frozen, chilled,
smoked, canned, dried, brined, other
product types

Icat Food S.R.L.

Via Palestro, 2/5
16122 Genova (GE)
Italy
Tel: 010-298021
Fax: 010-205653
Product: smoked, canned, fish,
seafood

Ifc Purchasing & Coproduction

Via della Nocetta 109
00164 Roma
Italy
Tel: 06-6664416
Fax: 06-6663240
Contact: Sig. Aldo Ausiello,
Manager
Product: fresh, chilled, dried,
smoked, canned

Igea Pesca

Via Gradara 2
47041 Bellarai Igea Marina
Italy
Tel: 0541-347338
Fax: 0541-346268
Product: fresh, frozen

Il Corallo S.R.L.

Via Lucchese Borghesano 24
00146 Roma (RM)
Italy
Tel: 06-5590238
Fax: 06-5586616
Contact: Dott. F. Morbidelli,
Import Contact
Product: fresh, smoked

Imexcoop. Mare S.Coop.R.L.

Via Marsala, 19
60121 Ancona (AN)
Italy
Tel: 071-206340
Fax: 071-201962
Contact: Sig. M. Paolinelli,
President
Product: canned

Interindustria S.P.A.

Zona Industriale Sant'Atto
64020 Sant'Atto (TE)
Italy
Tel: 0861-58446
Fax: 0861-587491
Contact: Sig. M. De Santis,
Import Contact
Product: fresh, frozen

Intermer S.C.S.
 #26 Bis,
 Boulevard Princesse Charlotte
 98 000 Montecarlo (Francia)
 Italy
 Tel: 0033-93-305203
 Fax: 0033-93-305204
 Contact: Dott. A. Maroni,
 Acquisti
 Product: fresh, chilled, frozen, dried,
 fish, seafood

Intertraders S.P.A.
 Via Polleri, 3
 16125 Genova (GE), Italy
 Tel: 010-290485
 Fax: 010-281285
 Product: smoked, canned, fish,
 seafood

Isumar S.R.L.
 Via Diodoro Siculo 30
 20125 Milano (MI)
 Italy
 Tel: 02-66101719
 Fax: 02-66102446
 Contact: Dott. G. Defendenti,
 Import Contact
 Product: fresh, frozen

Italgel S.P.A.
 Viale Mentana, 43
 43100 Parma (PR), Italy
 Tel: 0521-7921
 Fax: 0521-771591
 Contact: Sig.a Gubellini,
 Acquisti
 Product: fresh, chilled, dried, frozen,
 fish, seafood

Itarca S.R.L.
 Via XXV
 Aprile Ovest 8/A
 42049 S. Ilaria D'Enza (RE)
 Italy
 Tel: 0522-673090
 Fax: 0522-671212
 Product: fresh, chilled, frozen, fish,
 seafood

Ittica Etruria S.R.L.
 Via Roma 175
 52025 Montevarchi (AR)
 Italy
 Tel: 0575-27045
 Fax: 0575-27068
 Product: fresh, frozen, fish, seafood
 products

Ittica Orsini S.R.L.
 Via Bruno Buozzi 10
 65100 Pescara (PE)
 Italy
 Tel: 085-4213170
 Fax: 085-4213586
 Contact: Sig. Orsini,
 Presidente
 Product: fresh, frozen

Ittimar S.P.A.
 S.S. Romea, Km 26
 44029 Comacchio (FE)
 Italy
 Tel: 0533-327100
 Fax: 0533-327272
 Product: fresh, frozen, smoked,
 canned, seafood, fish

La Piemontese
 Via Levis 60
 10050 Chiomonte (TO)
 Italy
 Tel: 0122-54102
 Fax: 0122-54610
 Product: fresh, frozen

Lobster Cave Di Mario Morra
 Largo Sermoneta, 7
 80123 Napoli (NA)
 Italy
 Tel: 081-7691016
 Fax: 081-7690995
 Contact: Sig. Mario Morra,
 President
 Product: fresh

Lobster S.R.L.
 Via del Faro, 34
 80070 Bacoli (NA)
 Italy
 Tel: 081-5234487
 Fax: 081-5234489
 Contact: Sig. P. Longobardo,
 Dirigente
 Product: fresh

Longarina Itticultura S.R.L.
 Via Pernier 19
 00121 Lido Di Ostia (RM)
 Italy
 Tel: 06-5651034
 Fax: 06-5657038
 Product: fresh, chilled, fish, seafood,
 other products

Longino & Cardenal Di R. Corradini
 S.A.S.
 Corso Nazionale 5
 19100 La Spezia (SP)
 Italy
 Tel: 0187-516781
 Fax: 0187-509124
 Product: smoked, canned

Lord Fish S.R.L.
 Via Tirone 1
 80049 Somma Vesuviana (NA)
 Italy
 Tel: 081-8993120
 Fax: 081-8991678
 Contact: Sig. Rea Ferraro,
 Import Contact
 Product: fresh, frozen, salted, fish,
 seafood

Ma.Pri.Com. S.P.A.
 Via F. D. Guerrazzi, 24/1B
 16146 Genova, Italy
 Tel: 010-313512
 Fax: 010-3628807
 Product: fresh, frozen, canned, fish

Mobilpesca S.R.L.
Via Mazzini 32
51010 Massa E Cozzile (PT)
Italy
Tel: 0572-73532
Fax: 0572-772206
Product: fresh, chilled, frozen, dried,
fish, seafood

Mondo Mare S.R.L.
Via dei Pescatori 56
55049 Viareggio
Italy
Tel: 0584-380413
Fax: 0584-380386
Contact: Mr. A. Mariani,
Purchasing
Product: fresh, chilled, frozen, fish,
seafood

Natalizia Gruppo Alimentare
Via Casalina 50
00038,
Valmontone (RM)
Italy
Tel: 06-9598004
Fax: 06-9597981
Contact: Sig. A. Natalizia,
Titolare
Product: salted, canned, fish,
seafood, other products

Nordpesca S.P.A.
Via Egadi 12
20144 Milano (MI)
Italy
Tel: 02-48009768
Fax: 02-48009769
Contact: Sig.ra C. Mascheretti,
Import Contact
Product: fresh fishery products,
seafood

Nuova Centro Pesca S.R.L.
Via F. Veracini 41
50144 Firenze (FI), Italy
Tel: 055-360439
Fax: 055-332362
Product: fresh, chilled, frozen, fish

Nuova Costa Azzurra
Via Giovanni XXIII,
#14/22
Zona Industriale La Bianca
56025 Pontedera (PI)
Italy
Tel: 0587-484791
Fax: 0587-483247
Product: fresh, frozen

Nuova Deltapesca S.R.L.
Via Collettore Sinistro, 7
45014 Contarina (RO), Italy
Tel: 0426-321780
Fax: 0426-633842
Product: fresh, frozen

Nuova Ge.Ma.Po. S.R.L.
Via Romea Nuova
45010 Riva' Ariano Nel Poles
Italy
Tel: 0426-79002
Fax: 0426-79003
Product: fresh, frozen

Palimex
Via dei Vanga, 3/5
39100 Bolzano (BZ), Italy
Tel: 0471-971653
Fax: 0471-978566
Product: fresh, frozen

Pambuffetti Fratelli
Via Ottaviani 7
06034 Foligno (PG), Italy
Tel: 0742-340638
Fax: 0742-357415
Contact: Dott. F. Pambuffetti,
Import Contact
Product: salted

Panatrade S.P.A.
Via Mazzini, 31
51010 Massa E Cozzile (PT)
Italy
Tel: 0572-7791
Fax: 0572-772186
Product: fresh, chilled, frozen, fish,
seafood

Panatrade S.P.A.
Via Mazzini, 31
51010 Massa E Cozzile (PT)
Italy
Tel: 0572-7791
Fax: 0572-772186
Contact: Dott. A. Bertelli,
Import Contact
Product: fresh, frozen

Paonessa S.R.L.
Loc. Fiasco Baldaya
88069 Squillace (CZ), Italy
Tel: 0961-915081
Fax: 0961-915082
Product: salted

Pedol Mario & Figli S.N.C.
Via Dogana, 2
20123 Milano (MI), Italy
Tel: 02-72022536
Fax: 02-72003070
Contact: Sig. C. Pedol,
Import Contact
Product: fresh, frozen

Pentas S.R.L.
Via Flacca km. 23
Spiaggia di S. Vito
04024 Gaeta (LT), Italy
Tel: 0771-741741
Fax: 0771-741741
Contact: Sig. L. Lacroix,
Presidente
Product: fresh, frozen, canned

Pescabrava Italia S.R.L.
Piazzale Blancamano, 1
20154 Milano, Italy
Tel: 02-33600620
Fax: 02-341448
Product: fresh, frozen

Pescagel S.P.A.
Via Copernico, 42
20125 Milano (MI), Italy
Tel: 02-66981731
Fax: 02-66985168
Product: fresh, frozen

Pesclaudio S.P.A.
Via Ponte Vetero, 18
20121 Milano (MI),
Italy
Tel: 02-801446
Fax: 02-5513699
Product: fresh, frozen

Pesclaudio Sud S.P.A.
S.S. 433, Km 29,500
63030 Rotella (AP),
Italy
Tel: 0736-73203
Fax: 0736-373206
Contact: Comm. C. Gnocchi,
Ammin. Unlco
Product: fresh, frozen

Pugliapesca S.a.s.
Via Barletta, 79
71044 Margherita Di Savoia
Italy
Tel: 0883-657094
Fax: 0883-657094
Contact: Dott. Leone
Product: fresh, frozen

Rag. Carlo Bonaria & C.
Via A. Cecchi 19/20
16129 Genova,
Italy
Tel: 010-585075
Fax: 010-584222
Product: salted, canned

Sacom S.R.L.
Via dell'Agricoltura 4
09100 Cagliari (CG),
Italy
Tel: 070-370344
Fax: 070-370344
Contact: Sig. G. Palomba,
Import Contact
Product: fresh, frozen

Safica S.P.A.
Via Mascherone, 19
20145 Milano (MI),
Italy
Tel: 02-48193864
Fax: 02-48008092
Product: fresh

Saipo S.P.A.
V. Carlo Eman. Buscaglia 40
00054 Fiumicino (RM)
Italy
Tel: 011-31071
Fax: 011-3107453
Contact: Dott. G. Saccà,
Import Contact
Product: fresh, frozen

Saipomar S.R.L.
Via Sammartini 69
20125 Milano (MI),
Italy
Tel: 02-6694634
Fax: 02-6694634
Contact: Ms. M. Zannini,
Import Contact
Product: fresh, frozen

Sarcen S.R.L.
Via Padre Rocco, 17/19
81042 Napoli (NA), Italy
Tel: 081-5543904
Fax: 081-5538390
Contact: Sig. R. Bruno,
Import Contact
Product: salted

Sipi Surgelati S.A.S.
Loc. Bivio dell'Asso
53028 Torrenieri (SI),
Italy
Tel: 0577-834132
Fax: 0577-834299
Product: fresh, frozen

Sisa S.P.A.
Via del Padule 23/G
50018 Scandicci (FI),
Italy
Tel: 055-755.654
Fax: 055-757.262
Product: fresh, frozen

Sogimpex Italia S.A.S.
Via Caduti p. I. Liberta', 24/A
48015 Cervia (RA), Italy
Tel: 0544-975173
Fax: 0544-975174
Contact: Sig. G. Veronese
Product: fresh, frozen

Sovitpesca S.p.A.
Via L. da Vinci, 45
57123 Livorno (LI)
Italy
Tel: 0586-423362
Fax: 0586-425448
Product: fresh, chilled, frozen

Special Food Company
Via Venisti, 63
70010 Capurso (BA)
Italy
Tel: 080-6954266
Fax: 080-652963
Contact: Sig. G. Cascarano,
Titolare
Product: fresh, chilled, frozen

Stella S.R.L.
Via Pietrasanta 12
20141 Milano
Italy
Tel: 02-5740.4443
Fax: 02-5521.3484
Product: salted, smoked, canned

Tirrenia Pesca S.R.L.
Via Ostiense 109
(interno MM.GG.)
00154 Roma (RM)
Italy
Tel: 06-57300142
Fax: 06-5758750
Contact: Sig. Aldo Tomassetti,
Amm.re
Product: fresh, chilled, frozen

Tontini Pesca S.R.L.
Via della Cannuccia
00042 Anzio (RM)
Italy
Tel: 06-9877143
Fax: 06-9877155
Contact: Sig. R. Tontini,
Import Contact
Product: fresh, chilled, frozen

Tosco Pesce S.P.A.
Via Aurelia Sud
Km. 354
55049 Viareggio (LU)
Italy
Tel: 0584-388083
Fax: 0584-391092
Product: fresh, frozen

Unifrigo-Gadus S.R.L.
Via Petrarca 93/9
80122 Napoli (NA), Italy
Tel: 081-5751606
Fax: 081-5753083
Contact: Dott. Roberto Eminente
Product: salted, canned

Unil-It S.P.A. Division Sagit
Via Paolo di Dono, 3/a
00143 Roma (RM)
Italy
Tel: 06-54491
Fax: 06-5193036
Contact: Mr. H. Van Heterejck,
Product: fresh, frozen

CANADIAN EMBASSY
Via G.B. de Rossi 27,
00161 Rome,
Italy
Tel:(011-39-6) 445981
Fax:(011-39-6) 44598754
Contact: Mr. David Shortall

Vebo Europa Fish S.R.L.
Via San Quirico 139/R
16163 Genova (GE)
Italy
Tel: 010-710040
Fax: 010-711558
Product: fresh, frozen, smoked,
canned, fish, seafood

Versilpesca S.R.L.
Localita' Montramito
55054 Massarosa (LU)
Italy
Tel: 0584-960388
Fax: 0584-960390
Product: fresh, frozen, seafood, fish

Vipore Gastronomia S.R.L.
Piazza Garibaldi 29
00042 Anzio (RM), Italy
Tel: 06-9846255
Fax: 06-9847331
Product: smoked, canned

Vismara E. Di A. Biffi E C.
Via Fanin, 2
20090 Segrate (MI), Italy
Tel: 02-2139006
Fax: 02-2138913
Contact: Dott. Mario Naviglio,
President
Product: smoked, canned, seafood,
fish

NETHERLANDS

Fisheries has been a way of life for many centuries in the Netherlands. In more recent times, shrinking resources and resultant introduction of catch quotas has led to overcapacity in the Dutch fishing fleet, one of the most modern in the world. The role of the Netherlands as the trade and distribution hub of Europe applies equally to fish and products. A good portion of imports, which have expanded significantly in recent years, is re-exported serving markets chiefly in Europe. While Dutch fish imports were valued at Cdn\$940 million in 1992, exports reached a total of Cdn\$ 1,640 million. The country now holds the number two position on the list of fish exporting nations in the EC. Shellfish shows the strongest growth in imports. Canada benefits from this trend, selling larger volumes of live lobster to the Netherlands each year. The potential for frozen lobster and parts is good but purchases of these items from Canada will remain slow for some time. Prospects otherwise exist for frozen crab, periwinkles and quality fish products, including processed seafood.

Alvis bv
Ansjovisweg 24
3751 BL Spakenburg
Netherlands
Tel:(3499) 86828
Fax:(3499) 81423
Product: live/frozen eel

Delta fish bv.
Treilerweg 80
2583 DD The Hague
Netherlands
Tel:(70) 3502121
Fax:(70) 3506910
Product: frozen salmon

Giessen Import-Export bv, H.
P.O. Box 283
3340 AG Hendrik Ido Ambacht
Netherlands
Tel:(1858) 13700
Fax:(1858) 17434
Product: shrimp, prawns

Boas bv, M.H.
Stephensonstraat 40
2723 RN Zoetermeer
Netherlands
Tel:(79) 410114
Fax:(79) 421722
Product: canned fish

Dil bv, Gebr.
Kerklaan 40
1921 BL Akersloot
Netherlands
Tel:(2513) 12306
Fax:(2513) 15420
Product: eel, freshwater fillets, other fillets

Gloe & Co. bv
Van Riemsdijkweg 68
3088 HD Rotterdam
Netherlands
Tel:(10) 4295033
Fax:(10) 4292194
Product: canned fish

Catz International bv
Blaak 22
3011 TA Rotterdam
Netherlands
Tel:(10) 4113440
Fax:(10) 4045406
Product: canned fish

Dulk en Zonen bv, Jac den
Vissershavenweg 33
2583 DK The Hague
Netherlands
Tel:(70) 3549090
Fax:(70) 3512785
Product: frozen pelagics

Goldfish, Fa.
P.O. Box 71
1130 AB Volendam
Netherlands
Tel:(2993) 63984
Fax:(2993) 67232
Product: frozen shrimp

Ceung Kong B.V.
Wagenstraat
#94a-100
2512 AZ Den Haag
Netherlands
Tel:(70) 3609052
Fax:(70) 3459127
Product: live lobster

Dutch-Canadian Foodline
Dorpsstraat 5
6999 AA Hummelo
Netherlands
Tel:(8348) 1351
Fax:(8348) 1351
Product: live lobster

Goudschelp bv
Industrieweg 35
4401 LA Yerseke
Netherlands
Tel:(1131) 2351
Fax:(1131) 3548
Product: frozen, shrimp

Culimer bv
Albert Plesmanweg 53
3088 GB Rotterdam
Netherlands
Tel:(10) 4282255
Fax:(10) 4281030
Product: crabmeat, groundfish

Fierets Vishandel Oostburg bv
Industrieweg 13
4501 PM Oostburg
Netherlands
Tel:(1170) 3551
Fax:(1170) 4128
Product: live/frozen eel

Haasnoot Jr. bv, L.
Mr. C. Fockstraat 43
2225 TM Katwijk
Netherlands
Tel:(1718) 16441
Fax:(1718) 72446
Product: frozen, salted herring, herring products

Heijer en Zn. bv, W.G. den
 Vissershavenweg 48-49
 2583 DK The Hague
 Netherlands
 Tel:(70) 3557000
 Fax:(70) 3512730
 Product: live/frozen fish

Hoogendijk Jzn cv, A.
 Doggerstraat 1
 3134 KD Vlaardingen
 Netherlands
 Tel:(10) 4342711
 Fax:(10) 4342143
 Product: herring

Hoogland bv, J.
 Protonweg 8
 1627 LD Hoom, Netherlands
 Tel:(2290) 14874
 Fax:(2290) 15233
 Product: frozen salmon, eel

Interseafish bv
 P.O. Box 22
 4690 AA Tholen, Netherlands
 Tel:(1660) 4040
 Fax:(1660) 3333
 Product: groundfish, shellfish

ISPC bv
 Kalshoven 25
 4825 AL Breda, Netherlands
 Tel:(76) 877250
 Fax:(76) 876571
 Product: live lobster

Klaver Import bv
 Einthovenstraat 2
 1821 BC Alkmaar
 Netherlands
 Tel:(72) 146262
 Fax:(72) 114187
 Product: canned fish

Knol, Mr. M.
 Kerkstraat 76
 9745 CL Hoogkerk
 Netherlands
 Tel:(50) 566774
 Fax:(50) 566437
 Contact: Mr. Knol
 Product: live eel

Kok Spaarndam bv, W.
 Snoekweg 8
 4941 SC Raamsdonksveer
 Netherlands
 Tel:(1621) 18877
 Fax:(1621) 18866
 Product: eel, salmon

Koman's Vishandel bv
 Den Bels 1
 4782 PG Moerdijk
 Netherlands
 Tel:(1683) 2422/2558
 Fax:(1683) 2846
 Product: live/frozen eel

Kraan bv, H.
 Visafslagweg 60
 2583 DM The Hague
 Netherlands
 Tel:(70) 3540535
 Fax:(70) 3555739
 Product: frozen salmon

Krijn Verwijs, Fa.
 Havenkade 3
 4401 NS Yerseke, Netherlands
 Tel:(1131) 1701
 Fax:(1131) 1224
 Product: lobster, crustaceans

Kwakkelstein bv
 Westhavenkade 66
 3131 AG Vlaardingen
 Netherlands
 Tel:(10) 4340366
 Fax:(10) 4359455
 Product: herring

Marine Foods
 Schokkerweg 3
 2583 BH The Hague
 Netherlands
 Tel:(70) 3512771
 Fax:(70) 3544802
 Product: pelagics, groundfish

MCM bv
 P.O. Box 140
 3100 AC Schiedam, Netherlands
 Tel:(10) 4739444
 Fax:(10) 4739849
 Product: canned fish

Mercuur bv, Zeevishandel
 P.O. Box 327
 1970 AH IJmuiden
 Netherlands
 Tel:(2550) 35174
 Fax:(2550) 31071
 Product: groundfish

Meulemeester bv, De
 P.O. Box 24
 4400 AA Yerseke, Netherlands
 Tel:(1131) 1552/1440
 Fax:(1131) 1673
 Product: live lobster

Norpesca bv
 Schipperskade 4
 8321 EH Urk, Netherlands
 Tel:(5277) 3550
 Fax:(5277) 3502
 Product: groundfish

Obrie Vishandel Breskens bv
 Nieuwstraat 4
 4511 CR Breskens
 Netherlands
 Tel:(1172) 1827
 Fax:(1171) 3534
 Product: live lobster

Oceanis Seafood bv
 De Lasso 51
 2371 GW Roelofarendsveen
 Netherlands
 Tel:(1713) 19202
 Fax:(1713) 19226
 Product: frozen shrimp

Ouwehand's Rederij en
 Visverwerking bv
 Rederijstraat 19
 2224 RB Katwijk
 Netherlands
 Tel:(1718) 51111
 Fax:(1718) 51148
 Product: herring, specialty fish

Parlevliet Seafood cv, Eric
 Nachtegaallaan 39
 2224 JC Katwijk, Netherlands
 Tel:(1718) 13539
 Fax:(1718) 76416
 Product: herring

Pols-Bom, Fa.
 Damstraat 66
 4401 AD Yerseke, Netherlands
 Tel:(1131) 1759
 Fax:(1131) 3656
 Product: live lobster

Prime fish Holland bv
 Beemsterschans 1
 3432 DB Nieuwegein, Netherlands
 Tel:(3402) 63109
 Fax:(3402) 62893
 Product: lobster parts/meat

Pronk, Fa., A.
 (Holland Vis)
 65 Vissershavenweg
 2583 BL The Hague, Netherlands
 Tel:(70) 3512258
 Fax:(70) 3521416
 Product: live lobster

Puul & Zoon bv, Klaas
 P.O. Box 231
 1130 AE Volendam, Netherlands
 Tel:(2993) 64247
 Fax:(2993) 67247
 Product: frozen crab, lobster

Scanimex Seafood bv
 Sintelweg 21
 4891 SP Rijsbergen, Netherlands
 Tel:(76) 213199
 Fax:(76) 201945
 Product: crab meat, lobster

Schot, Fa. S.L.
 Breeweg 82
 4401 BS Yerseke,
 Netherlands
 Tel:(1131) 2704
 Fax:(1131) 1605
 Product: live lobster

Siewertsen bv
 Strandweg 20
 1976 BS IJmuiden, Netherlands
 Tel:(2550) 21650
 Fax:(2550) 33434
 Product: groundfish

Slothouber Seafood bv
 Mauritskade 35
 2514 HD The Hague, Netherlands
 Tel:(70) 3624780
 Fax:(70) 3609345
 Product: lobster, crabmeat

Verwijs Kreeftenparken
 Havendijk 30
 4612 PJ Bergen op Zoom,
 Netherlands
 Tel:(1640) 33866, (1131) 1705
 Fax:(1131) 3749
 Product: live lobster

Verwijs v/d Endt, Fa. P.
 Havendijk 5
 4401 NS Yerseke, Netherlands
 Tel:(1131) 1702
 Fax:(1131) 3749
 Product: live lobster

Vooys & Zn, Jac..
 Vissershavenweg 62
 2583 DL The Hague, Netherlands
 Tel:(70) 3552964
 Fax:(70) 3542001
 Product: herring

Warmelo & Van der Drift bv
 Westhavenkade 55
 3131 AG Vlaardingeng
 Netherlands
 Tel:(10) 4340022
 Fax:(10) 4340693
 Product: herring

Winter & Konijn bv
 P.O. Box 188
 3620 AD Breukelen, Netherlands
 Tel:(3462) 65784
 Fax:(3462) 63854
 Product: canned fish

Yzermans Export Group bv
 Tarwestraat 41
 2153 GE Nieuw-Venep
 Netherlands
 Tel:(2526) 73484
 Fax:(2526) 89214
 Product: frozen fish

Zegel bv, W.J.
 Langheckweg 20
 6468 EL Kerkrade-West
 Netherlands
 Tel:(45) 460140
 Fax:(45) 462755
 Product: fresh and frozen fish

Zeitz International bv
 Havendijk 3
 4731 TA Oudenbosch, Netherlands
 Tel:(1652) 13927
 Fax:(1652) 13715
 Product: canned fish

Zuiderzee Handelsmij. bv
 Morseweg 69
 1131 PH Volendam, Netherlands
 Tel:(2993) 67547
 Fax:(2993) 69493
 Product: frozen shrimp

Zwan & Zonen nv, W. van der
 Hellingweg 5
 2583 DZ The Hague, Netherlands
 Tel:(70) 3545466
 Fax:(70) 3506069
 Product: herring

CANADIAN EMBASSY
 Commercial Division
 Parkstraat 25, 2514 JD The Hague
 Kingdom of the Netherlands
 P.O. Box 30820,
 Tel:(011-31-70) 361-4111
 Fax:(011-31-70) 365-6283
 Contact: Mr. Fritz W. Zechner

NORWAY

Norwegian imports of fish products are minimal compared to the total domestic consumption of fish and seafood, as Norway supplies the majority of its own demand. However, there are some species and products which may find a niche in this market. Due to a shortage in domestic catches the following products show market potential for importing; skate wings, monkfish tails, fresh, peeled and brined shrimp, cooked lobster (frozen in brine), and small amounts of live lobster. There are generally no tariff barriers, but all food products are subject to health and sanitary inspection.

Aalesundfish A/S
P.O. Box 2021
6021 Aalesund, Norway
Tel: 47-70 13 17 70
Fax: 47-70 12 83 31
Contact: Ragnvald Vaagsholm
Product: seafood

Frionor A.S.
P.O. Box 195
1324 Lysaker, Norway
Tel: 47-67 12 30 10
Fax: 47-67 12 16 80
Contact: Svein G. Nybo
Product: seafood

Inger Sorensen A.S.
Fiskehallen, Vippetangen
0150 Oslo, Norway
Tel: 47-22 42 14 80
Fax: 47-22 42 65 58
Contact: Mr. Age Skjaeret
Product: seafood

Koltzow, A.S.
Prof. Birkelandsvei 30C
1008 Oslo, 0150 Oslo
Norway
Tel: 47-22 32 24 00
Fax: 47-22 32 37 64
Contact: Mr. Asbjorn Ekse, Manager
Product: seafood

Naustvik Storkjokken A.S.
Akershusstranda 1
0150 Oslo
Norway
Tel: 47-22 42 55 05
Fax: 47-22 33 69 85
Contact: Mr. Stein Naustvik, Buyer
Product: seafood

P. Domstein & Co.
P.O. Box 14
6701 Maloy
Norway
Tel: 47-57 85 12 00
Fax: 47-57 85 11 82
Contact: Mr. Rolf Domstein, Director
Product: seafood

Torgersen & Co. A.S.
Hvamveien 1
2013 Skjetten
Norway
Tel: 47-63 84 55 00
Fax: 47-63 84 55 99
Contact: Mr. L. Ness, Chief Buyer
Product: seafood

CANADIAN EMBASSY
Oscars Gate 20,
Oslo 3,
Kingdom of Norway
Tel:(011-47-22) 46-69-55
Fax:(011-47-22) 69-34-67
Contact: Mr. Tor-Eddie Fossbakk

POLAND

Poland imported approximately 120,000 tons of fish and seafood during 1993. Norway, Holland, Great Britain and Russia are the principal suppliers. The species imported in order of importance were; mackerel, herring, pollock, silver hake, grenadier, red fish and cod. The Polish government introduced a quota on imported mackerel of 40,000 tons for 1994. Salmon regarded as a luxury food is gaining popularity, as well, there is also a noticeable growing demand for whitefish. Almost all salmon imports come from either Scandinavia or Russia, except for a small domestic catch in the Polish Baltic waters.

Eurofish Limited
70-023 Szczecin,
ul. Smoleńska 4, Poland
Fax:(48-91) 825-738
Contact: Mr. T. Pintowski
Product: seafood

Almar Limited
83-300 Kartuzy,
ul. Kościarska 2, Poland
Fax:(48-58) 814-793
Contact: Mr. M. Gniazdowski
Product: seafood

Interfood
81-323 Gdynia,
ul. Kołłątaja 1, Poland
Fax:(48-58) 207-551
Contact: Mr. M. Sienkiewicz
Product: seafood

Pol-Serve Trade Company
81-212 Gdynia,
ul. Hutnicz 3, Poland
Fax:(48-58) 230-424
Product: seafood

Wilbo Limited
Zakłady Rybne,
84-120 Władysławowo,
ul. Skandynawska 7
Poland
Fax:(48-58) 740-020
Contact: Mr. L. Bold
Product: seafood

Fish Trading Co.
60-479 Poznań,
ul. Strzeszyńska 38/42
Poland
Fax:(48-61) 221-551
Product: seafood

Zakład Handlowy Wejherowo
84-200 Wejherowo,
ul. Brygady Pancerniej 5
Poland
Fax:(48-58) 720-581
Contact: Mr. M. Kluba,
Import Contact
Product: seafood

Mistral
84-320 Rumia,
ul. Różana 83
Poland
Fax:(48-58) 713-132
Contact: Mr. M. Dominik,
Import Contact
Product: seafood

Dal-Pesca Limited
81-340 Gdynia,
ul. Hryniewieckiego 8A
Poland
Fax:(48-58) 207-923
Product: seafood

Seafood Product Gdynia Limited
81-029 Gdynia,
ul. Przemysłowa 8
Poland
Fax:(48-58) 233-451
Contact: Mr. K. Chowaniec,
Import Contact
Product: seafood

CANADIAN EMBASSY
Ulica Jana Matejki 1/5,
00-481 Warsaw,
Poland
Tel:(011-48-22) 29-80-51
Fax:(011-48-22) 29-64-57
Contact: Ms. Hanna Mroz

PORTUGAL

Portugal is one of the EEC's largest, if not the largest, consumer of fish and seafood products with a per capita consumption of some 46.6 Kg (1992). In 1992 the size of the market was estimated at 533,144 tons, of which 295,684 tons were supplied by domestic catches (made in both Portuguese and international waters) and some 237,460 tons by imports. The country can be described as a relatively stable and conservative market with a well established demand for specific products and product forms.

Salted cod is the most dynamic import species, accounting alone for some 42/45 per cent of the total imported volume. Over many years the demand has been predominantly for cod in wet salt form and to a much lesser extent for the product in dry salt state. However, due essentially to the continued decline of cod from traditional sources and increased supplies of low-priced frozen cod caught by Russian boats, a growing interest is currently expressed by Portugal in the gutted, head-off frozen product.

Other major import species include: hake (in gutted, head-off frozen form); tuna (in round or dressed frozen forms); fresh pilchards; frozen sardine; frozen mackerels; redfish (in gutted, head-off frozen form); soles/flounders (in gutted, head-off frozen form); monkfish (tail portions, IQF); lobster and crab (in both live and frozen forms); shrimp/prawn (in head-on or headless frozen forms); and squid (both illex and loligo, in round frozen form).

Armazens de Matinha Lda
R. Val., Formoso de Baixo, 110
1900, Lisboa,
Portugal
Tel: 01-8585821
Fax: 01-8586197
Contact: Dr. Sena da Silva,
Import Contact
Product: dry salt cod

Cardoso Silva & Ca. Lda
Rua Mouzinho da Silveira, 56
4000, Porto, Portugal
Tel: 02-2000746
Fax: 02-2000746
Contact: Sr. Jorge Caldeira Pinto
Monteiro
Product: dry salt cod

Gruponorte
Dist. Prod. Alim. Reunidos
Centro Comercial D. Pedro,
2, Sala 7/10,
Rua D. Pedro V
4785, Trofa, Portugal
Fax: 052-46211
Contact: Sr. Camilo Pereira,
Import Contact
Product: dry salt cod

Sortipescas
Importacao de Bacalhau Lda
Pinhal do General,
Lt #304
Quinta do Conde
2830, Barreiro
Portugal
Tel: 01-2100537
Fax: 01-8536383
Contact: Sr. Alberto Jose Oliveira,
Director Comercial
Product: dry salt cod

Suloeste
Dist. Produtos Alimentares Reunidos
ACE
Pcta Proj.
Rua Joao XXIII,
Lt #6, Lj
Casais
2725, Mem Martins
Portugal
Fax: 01-9200008
Contact: Sr. Fernando Batista,
Import Contact
Product: dry salt cod

Uniarne
Uniao Armaz. Mercearia CRL
Rua Joao Chagas, 130
2795, Linda-a-Velha
Portugal
Tel: 01-4151478
Fax: 01-4151380
Contact: Sr. Ricardo Teixeira,
Import Contact
Product: dry salt cod, other seafood
products

Alimar
Alimentos do Mar Lda
Estrada da Torre,
AR 8-A/73
1700, Lisboa
Portugal
Tel: 7586677
Fax: 7593658
Contact: Sr. V.M. Eloi de Sousa,
Import Contact
Product: frozen fish (hake, tuna,
salmon, redfish, groundfish, sole,
flounder, monkfish, squid)

Aprogel Produtos Congelados
Largo Mouzinho de Albuquerque, 26
3500, Viseu,
Portugal
Fax: 072-28327
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

Beirafrio
Ind. Produtos Alimentares SA
Quinta do Sacouto,
Lugar do Fanqueiro
2670, Loures,
Portugal
Tel: 01-9831146
Fax: 01-9833671
Contact: Mascarenhas, Lemos
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid, lobster, crab, shrimp and
prawns)

Central Atlantico
Imp. Exp. Prod. Alim. Lda
Edificio dos Armadores, 8
Docapesca - Pedroucos
1400, Lisboa,
Portugal
Tel: 01-3015240
Fax: 01-3017257
Contact: Dr. Joao Rodrigues
Product: frozen fish (hare, tuna,
redfish, sole, flounder, monkfish,
squid, lobster, crab, shrimp and
prawns)

DICA
Desenv. Int. de Comercio Alimentar
Ed. Armadores no. 8, Docapesca,
Pedroucos
1400, Lisboa,
Portugal
Tel: 01-3017253
Fax: 01-3017256
Product: frozen fish (hare, tuna,
redfish, sole, flounder, monkfish,
squid, lobster, crab)

Eurotejo
Comercio e Industria de Peixe
Docapesca 85, Pedroucos
1400, Lisboa
Portugal
Tel: 3011768
Fax: 3017509
Contact: Armenio M. Dias
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid, lobster, crab, shrimp and
prawns)

Gelpeixe
Alimentos Congelados Tarre & Filhos
Av. Major Rosa Bastos, 1, 1
2670, Loures, Portugal
Tel: 01-9830189
Fax: 01-9835420
Contact: Sr. Vitor Amaral Dias,
Import Contact
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

Antonio e Emiliano Lda
Rua Herois de Franca
Docapesca, Armazem 4
4450, Matosinhos, Portugal
Tel: 02-9376853
Fax: 02-9376853
Contact: Sr. Emiliano Nascimento,
Import Contact
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

Barreiros & Rocha
Rua Passos Manuel, 3-C
1100, Lisboa,
Portugal
Tel: 3562095
Fax: 520947
Contact: Sr. Anibal Barreiros,
Import Contact
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

CEC
Comercio Europeu de Congelados
Doca Pesca 93-B, Pt 11, Pedroucos
1400, Lisboa,
Portugal
Tel: 01-3017858
Fax: 01-3017860
Contact: Sr. Horacio Viana,
Import Contact
Product: frozen fish (hare, tuna,
redfish, sole/flounder)

CRCB
Companhias Reunidas de
Congelados Bacalhau Lda
Doca de Alcantara, 1
1300, Lisboa,
Portugal
Tel: 01-3966029
Fax: 01-3970606
Contact: Eng. Almeida Ferreira,
Presidente
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid), wet salt cod

Euomar Lda
Rua Luis de Camoes,
113 r/c E, Alges
1495, Lisboa, Portugal
Tel: 01-410-6959
Fax: 01-410-6815
Contact: Sr. Jose Cova
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

Frina
Frigorificos Nacionais Lda
Rua C, Casal Colaride
Apt. 132, Agualva
2735, Cacem, Portugal
Tel: 01-4314138
Fax: 01-4314263
Contact: Joao Alberto Russo,
Import Contact
Product: hare, tuna, redfish,
sole/flounder, monkfish, squid

Globomar Lda
Rua Cidade de Nova Lisboa Q/F/S,
Bairro de Angola
Camarate
2685, Sacavem, Portugal
Tel: 9470228
Fax: 9475635
Contact: Sr. Joao Carlos Joaquim,
Director Comercial
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

Nigel
Congeladora Jose Nicolau
Alto de Santa Cruz
2520, Peniche
Portugal
Tel: 062-72225
Fax: 062-74505
Contact: Jose A. S. Nicolau,
Import Contact
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

Sociedade Comercial Sas Lda
Rua Mouzinho da Silveira, 226
4000, Porto,
Portugal
Tel: 02-2001017
Fax: 02-2002579
Contact: Domingos Goncalves,
Import Contact
Product: frozen fish (hare, tuna,
redfish, sole/flounder, monkfish,
squid)

Argogel
Imp. Exp. Marisco e Peixe
Congelado Lda
Av. das Forcas Armadas-Catujal
2685, Sacavem,
Portugal
Tel: 02-9424977
Fax: 02-9414915
Contact: Sr. J. A. Bemposta,
Import Contact
Product: frozen lobster, crab,
shrimp, prawns

Impormarisco
Ind. Com. Marisco Imp/Exp
Av. D. Carlos I,
Lt #14,
Reboleira Sul
2700, Amadora
Portugal
Tel: 01-4959041
Fax: 01-4956222
Contact: Sr. Jose Luis Pires Tomas,
Import Contact
Product: frozen lobster, crab,
shrimp, prawns

SCA (Portugal) Lda
Trav. Conde da Ribeira,
#16-A
1300, Lisboa
Portugal
Tel: 01-632013
Fax: 01-3645483
Contact: Sr. Armando Baptista,
Import Contact
Product: frozen lobster, crab,
shrimp, prawns

Travamar
Soc. Dist. Produtos Alimentares Lda
Arm. 52, 1-Docapesca Pedroucos
1400, Lisboa,
Portugal
Tel: 01-301-7484
Fax: 01-3027855
Contact: Sr. Carlos Fonseca,
Import Contact
Product: frozen lobster, crab,
shrimp, prawns

Frilopes
Com. e Ind. de Produtos Alimentares
Arm. 57, Docapesca Pedroucos
1400, Lisboa,
Portugal
Tel: 01-3016475
Fax: 01-3019241
Contact: Sr. Fernando Lopes,
Import Contact
Product: frozen lobster, crab,
shrimp, prawns, other specialty
seafood products

IVQ
Imp. e Vendas de Qualidade
Rua de Pedroucos,
#44/46
1400, Lisboa
Portugal
Tel: 01-9831146
Fax: 01-9833671
Contact: Sr. Miguel Mascarenhas,
Import Contact
Product: frozen lobster, crab,
shrimp, prawns, seafood, fish,
crustaceans

Simplex
Servicos Imp. e Exp. Lda
Av. Antonio Augusto de Aguiar
183, 3-E
1200, Lisboa
Portugal
Tel: 01-3155757
Fax: 01-525262
Contact: Sr. Pedro Freitas,
Import Contact
Product: frozen lobster, frozen crab,
frozen shrimp, frozen prawns, other
frozen seafood products

Ancora Mar Mariscos Lda
Pinhal da Gelfa
4915, Vila Praia de Ancora
Portugal
Tel: 058-911547
Fax: 058-951228
Contact: Sr. Vasco Franco,
Import Contact
Product: live lobster, crab, fish,
seafood

Frutos do Mar
Ag. Doce
Porto des Barcas
2550, Lourinha
Portugal
Tel: 061-412774
Fax: 061-41281
Contact: Sr. Augusto Filipe,
Import Contact
Product: live lobster, crab, fish,
seafood

Marizado
Soc. Fornecedora de Marisco
Armazem 28, rua Doca Delpent
2900, Setubal
Portugal
Tel: 065-39440
Fax: 065-39440
Contact: Sr. Candido Eufasio,
Import Contact
Product: live lobster, crab

Sociedade Comercial de Mariscos
Lda
Porto da Areia
2520, Peniche
Portugal
Tel: 062-72462
Fax: 062-72462
Contact: Sr. Luis Garcia,
Import Contact
Product: live lobster, crab

F.L. Martins Lda
Av. Infante D. Henrique
Jardim do Tabaco
1100, Lisboa,
Portugal
Tel: 01-8881715
Fax: 01-8866076
Contact: Sr. Flavio Martins,
Import Contact
Product: live lobster, crab

Mar Bravo
Imp./Exp. de Peixe e Mariscos Ltda
Largo de S. Paulo, 11
2520, Peniche,
Portugal
Tel: 062-784372
Fax: 062-789277
Contact: Sr. Joao Gaspar,
Import Contact
Product: live lobster, crab

Romex Lda
Rua Jose Florindo, 622,
r/c, Lj, Alto Pampilheira
2750, Cascais, Portugal
Tel: 01-4843090
Fax: 01-4843090
Contact: Sr. Jose Romeu,
Import Contact
Product: live lobster, crab

Troiamarisco Lda
Rua da Saude, 116
2900, Setubal
Portugal
Tel: 065-35426/526079
Fax: 065-25809/533809
Contact: Sr. Americo Maio,
General Manager
Product: live lobster, crab

A.D. Oliveira Magalhaes Exportadora
SA
Rua Santos Pousada, 113, 2
4000, Porto,
Portugal
Tel: 02-575766
Fax: 02-572028
Contact: Sr. Antonio Magalhaes,
Import Contact
Product: wet salt cod

Centralcod
Com. Dist. Prod. Alimentares
Rua de Belem, 16
1300, Lisboa,
Portugal
Tel: 01-3649029
Fax: 01-3633358
Contact: F.J. da Silva Fragata,
Import Contact
Product: wet salt cod, frozen

Guimaraes Cardoso & Ca.
Rua Jose Monteiro Salazar, 104,
4100, Porta
Portugal
Tel: 02-6171952
Fax: 02-6102744
Contact: E. Taveira da Mota,
Import Contact
Product: wet salt cod

Pascoal & Filhos
Cais Bacalhoeiro,
Gafanha da Nazare
3830, Ilhavo, Portugal
Tel: 034-361678
Fax: 034-365892
Contact: A. Machado Paiao,
Import Contact
Product: wet salt cod, frozen

Sinde & Monteiro Lda
Al. Basilio Teles, 60
4100, Porto
Portugal
Tel: 02-6003661
Fax: 02-693464
Contact: Jaime F. Sinde Monteiro,
Import Contact
Product: wet salt cod, cod, salted,
dried, fish

Tovimar
Soc. Ind. Com. Prod. Alimentares
Lda
Casais Forno
2670, Loures
Portugal
Tel: 01-9863490
Fax: 01-9863317
Contact: V. M. Garcia Duarte,
Import Contact
Product: wet salt cod, frozen

Cabral & Silveira Lda
R. Alexandre Herculano, 26, 4
1200, Lisboa, Portugal
Tel: 01-3152076
Fax: 01-3152075
Contact: Paulo Belem Sena,
Import Contact
Product: wet salt cod, frozen

Luis & Loureiro Lda
Seca do Bolho
3830, Ilhavo,
Portugal
Tel: 034-322095
Fax: 02-9722815
Contact: Luis da Rocha Cruz
Product: wet salt cod

Simoese & Sousa Lda
Principal 55,
Quinta S. Joao das Areias-Camarate
2685, Sacavem,
Portugal
Tel: 01-9410127
Fax: 01-9413304
Contact: C. Marques da Costa,
Import Contact
Product: wet salt cod, frozen

TBC

Transf. Bacalhau e Congelados Lda
 Av. dos Bacalhoeiros,
 185, Gafanha da Nazare
 3830, Ilhavo, Portugal
 Tel: 034-365884
 Fax: 034-365886
 Contact: Dr. Fernando Fragata
 Product: wet salt cod

A Ribeira Do Peixe
 Comercio de Peixe, Lda
 Av. Dos Bacalhoeiros, 120
 3830, Gafanha da Nazare
 Portugal
 Tel: 034-362977
 Fax: 034-362216
 Contact: Sr. Joao Ferreira
 Product: frozen cod

CANADIAN EMBASSY

Av. Da Liberdade 144/56-4,
 1200 Lisbon,
 Portugal
 Tel:(011-351-1) 347-4892/4896
 Fax:(011-351-1) 342-5628/347-6466
 Contact: Mr. Manuel J.D. Lima

Pramesa

Produtos Alimentares Lda
 Travessa Afonso de Albuquerque
 3830, Ilhavo
 Portugal
 Tel: 034-364078
 Fax: 034-364079
 Contact: Sr. Antonio C. Vieira Ribau
 Product: frozen cod

Comimba
 Comercio e Industria de Bacalhau
 Fundilhoes - Rosario
 2850, Moita,
 Portugal
 Tel: 2390961
 Fax: 2395712
 Contact: A.C. Marques, Costa
 Product: frozen cod

Riberalves

Com. Produtos Alimentares
 Zona Industrial Cruz de Barro,
 Apartado 134
 2560, Torres Vedras
 Portugal
 Tel: 061-311294
 Fax: 061-311284
 Contact: Sr. Joao Alves
 Product: frozen cod

SPAIN

Spain is the European Community's largest consumer of fish products with a per capita consumption of over 31 kilograms per annum. Statistics released by the Spanish Ministry of Agriculture, Fisheries and Food indicate that in 1991, Spaniards consumed 880,324.5 pesetas per capita of fish products in their food purchases which represented 11.8% of total food purchases for the year.

Spain is a relatively stable and conservative market for imported seafood, but with a well established demand for a large variety of species and product forms. Spanish consumers are well served in all urban areas by numerous small retail fish stores as well as the traditional local markets (which house retailers of all types of fresh and frozen foods), and a comprehensive network of modern supermarket chains.

Fresh fish may be purchased through all of these outlets. Profound changes in consumption patterns have occurred in recent years and Spaniards are rapidly adopting the more varied eating habits and taste preferences evident in other western European countries. Increased living standards, combined with an increase in female participation in the workforce, has helped create a growing demand for new products and species, as well as greater demand for prepared and luxury seafood products.

As Spanish fishing fleets are forced to venture farther from home ports in search of viable fishing grounds, domestic processors are being pressured to accept a greater supply of frozen seafood products. As a result, a previous low demand for frozen seafood products in Spain is disappearing as more frozen product forms are gaining greater acceptance with Spanish consumers. An increased reliance on frozen seafood is creating new opportunities for many Canadian frozen export products. In addition, the ease of preparation for prepared and microwaveable seafood products is prompting many Spanish consumers to increase the use of value-added fisheries goods.

Cod and hake are two species which are in great demand in Spain, along with various species of pelagics and cephalopods. In addition to these species, products like flounder, plaice, squid, gooseneck barnacles, baby eels, monkfish tails, lobster, shrimp and salmon are also developing greater acceptance by consumers.

AHUMADOS ARTESANOS
MESTANZA
 C/Aguilafuente, 117
 28039 Madrid,
 Spain
 Contact: Ana Maria S. Ribada,
 Import Contact
 Tel/Fax:(91) 883-2472
 Product: eel, cod, roe, salmon

AIMAR, S.A.
 Zona Portuaria, s/n
 20110 Pasajes de San Pedro,
 Guipuzcoa,
 Spain
 Contact: D.F. Gómez Frutos,
 Import Contact
 Tel:(943) 39-6540
 Fax:(943) 39-2842
 Product: frozen lobster, halibut

ALFONSO GARCIA LOPEZ
 C/Poyo-La Seca
 36994 Poyo,
 Pontevedra
 Spain
 Contact: Rafael P. Giráldez,
 Import Contact
 Tel:(986) 77-0012
 Fax:(986) 77-1359
 Product: seafood, fish

AQUARIUM ART
 C/Sepúlveda, 31-6º, 1ª
 08015 Barcelona,
 Spain
 Contact: Sr. D. Salvador Chichiepsa,
 Import Contact
 Tel:(93) 771-7186
 Fax:(93) 426-7029
 Product: live lobster

ARNOYA CONGELADOS, S.A.
 Polig. Ind. del Tambre
 Santiago de Compostela,
 La Coruña,
 Spain
 Contact: Sr. D. Alejandro Domingo,
 Import Contact
 Tel:(981) 58-1482
 Fax:(981) 58-9265
 Product: fresh, chilled, frozen, dried,
 clams, eel, herring, tuna, squid, crab,
 monkfish tails, haddock, smelt,
 halibut, shrimp, flounder, pollock,
 swordfish, lobster, plaice, octopus,
 skate, turbot, salmon, cod, scallops,
 other seafood products

AUXILIAR CONSERVERA

Avda. Orillamar, 6
36208 Vigo,
Pontevedra,
Spain
Contact: Sr. D. Carlos Alonso,
Import Contact
Tel:(986) 29-1858
Fax:(986) 20-3097
Product: tuna, squid, monkfish tails,
haddock, rainbow smelt, halibut,
swordfish, flounder, plaice, octopus,
skate.

BACALAO SAMPER, S.A.

Nuestra Sra. del Pilar, 7
31620 Huarte-Pamplona,
Navarra,
Spain
Contact: Sr. D. Gerard Negri,
Import Contact
Tel:(948) 33-0912
Fax:(948) 33-1705
Product: dry/wet salted cod

BARCIPEIX, S.A.

Cefrusa,
2 Mercabarna
08040 Barcelona,
Spain
Contact: Sr. D. Francisco Simó,
Import Contact
Tel:(93) 336-2013
Fax:(93) 336-2106
Product: clams, lobster, squid, smelt,
monkfish tails, halibut, shrimp, cod
roe, flounder, swordfish, plaice,
octopus, turbot, salmon, surimi,
scallops

BENFUMAT, S.A.

Polígono Industrial Multindus
08980 San Feliu de Llobregat
Barcelona,
Spain
Contact: Srta. Cristina Brosca,
Import Contact
Tel/Fax:(93) 666-7201
Product: fresh/frozen salmon

CADEMAM-CAMINO DEL MAR

C/Zamora, 3
28100 Alcobendas, Madrid
Spain
Contact: José Luis Durán,
Import Contact
Tel:(91) 661-1357
Fax:(91) 661-1341
Product: fresh, chilled, clams,
lobster, canned crab meat,
gooseneck barnacles, scallops

CARLOS SOTO, S.A.

C/Reconquista, 1
36201 Vigo, Pontevedra
Spain
Contact: Sr. D. Carlos Soto,
Import Contact
Tel:(986) 43-3155
Fax:(986) 43-4315
Product: clams, squid, shrimp,
swordfish, flounder, scallops

CHINA ARTE, S.A.

C/Gerona, 3
28012 Madrid, Spain
Contact: Sr. D. Manuel Choy
Tel:(91) 366-6403
Fax:(91) 364-0275
Product: canned salmon

CLAUDIO CABALEIRO VILLA.

Almirante Felix Ozamiz, 30
36940 Cangas, Pontevedra
Spain
Contact: Claudio C. Villanueva
Tel:(986) 31-0366
Fax:(986) 31-0372

CLAVO CONGELADOS, S.A.

Apartado 35
36650 Caldas de Reyes, Pontevedra,
Spain
Contact: Nicolás L. de la Torre,
Import Contact
Tel:(98) 654-0111
Fax:(98) 654-1261
Product: tuna, cod, squid, halibut,
shrimp

COBAMAR, S.A.

Elbarrena, s/n
20159 Zizurkil, Guipuzcoa
Spain
Contact: Sr.D. José T.R. Guzmán,
Import Contact
Tel:(943) 691-991
Fax:(943) 693-578
Product: fresh, chilled, frozen, clams,
tuna, cod, squid, canned crab meat,
monkfish tails, haddock, halibut,
shrimp, flounder, swordfish, plaice,
turbot, salmon, other seafood
products

**COMERCIAL MARISQUERA
CATALANA**

Floridablanca,
146, 4 art.2.na
08011 Barcelona
Spain
Contact: Sr.D. Salvador C. Vega,
Import Contact
Tel:(93) 325-1391
Fax:(93) 426-7029
Product: clams, periwinkles, lobster,
shrimp, gooseneck barnacles,
octopus, sea scallops

COMPESCA, S.A.

Calvo Sotelo, 19
39002 Santander
Spain
Contact: Sr. D. Jamie Yilera,
Import Contact
Tel:(942) 212-362
Fax:(942) 225-990
Product: fresh, chilled, frozen, dried,
clams, cod, lobster, squid, crab,
monkfish tails, haddock, smelt,
halibut, shrimp, roe, flounder,
pollock, gooseneck barnacles,
swordfish, scallops, shark, plaice,
octopus, turbot, salmon, other
seafood products

CONGELADOS BALADO, S.A.

Cánovas del Castillo, 10-1-Of.7
36202 Vigo, Pontevedra
Spain

Contact: Sr.D. Jesús R. Rodríguez,
Import Contact
Tel:(986) 43-0422
Fax:(986) 43-73230
Product: fresh, chilled, tuna, frozen
cod, halibut, swordfish, flounder,
frozen salmon

CONSERVACION DE ALIMENTOS,

S.A.

Muelle Este
15006 La Coruña
Spain

Contact: Sr. D. Manuel Vilela,
Import Contact
Tel:(981) 29-3266
Fax:(981) 29-3133
Product: frozen cod, squid, shrimp,
swordfish, flounder, plaice, octopus,
fish, other seafoods

DEVIMAR, S.A.

Barranco San Pedro, s/n
43895 La Ampolla,
Tarragona
Spain

Contact: Sr.D. Julián Albuja,
Import Contact
Tel:(977) 46-0055
Fax:(977) 46-0505
Product: fresh, chilled, clams,
periwinkles

DOROTEO SANJUAN, S.A.

Pol. Ind. Allendeduero,
Segovia, s/n
09400 Aranda de Duero, Burgos
Spain

Contact: Sr. D. Javier Silva Criado,
Import Contact
Tel:(947) 50-0500
Fax:(947) 50-5050
Product: cod, haddock, smelt, fish,
seafood

EL MARQUES DEL AMPURDAN

Crtra. Nacional II, km. 758
17740 Vilafant,
Girona
Spain

Contact: Sr. D. Luis Casademunt,
Import Contact
Tel:(972) 673-039
Fax:(972) 673-202
Product: fresh, frozen, canned
salmon, cod roe

ESCURIS, S.A.

Bayuca, s/n, aptdo. 10
15940 Puebla d. Caramiñal, La
Coruña, Spain

Contact: Sr.D. Luis E. Batalla,
Import Contact
Tel/Fax:(981) 83-0100
Product: clams, tuna, cod, lobster,
squid, monkfish tails, cod roe,
gooseneck barnacles, flounder,
octopus, skate, scallops

FABRICANTES CONSERV.

REUNIDOS

Apdo. 664, 36200 Vigo, Pontevedra,
Spain

Contact: D. José I. Madriñán,
Import Contact
Tel:(986) 41-2611
Fax:(986) 42-4000
Product: clams, tuna, cod, squid,
octopus, sea scallops

FRIGORIFICOS BERBES, S.A.

Avda. Orillamar, 73
36202 Vigo, Pontevedra
Spain

Contact: Sr. D. Miguel Cobas,
Import Contact
Tel:(986) 29-7700
Fax:(986) 20-2818
Product: fresh, chilled, frozen, clams,
cod, squid, crab, monkfish tails,
halibut, cod roe, flounder, plaice,
skate, turbot, frozen salmon, sea
scallops

FRIME, S.A.

Mercat Cent. del Peix, cas. 80
08040 Mercabarna, Barcelona
Spain

Contact: Sr. D. Rafael García,
Import Contact
Tel:(93) 785-0449
Fax:(93) 335-8198
Product: tuna, cod, squid, monkfish
tails, halibut, shrimp, cod roe,
swordfish, octopus

FRINOVA, S.A.

Polig. Ind. Las Gandaras-Parcela 9,
36400 Porriño
Pontevedra, Spain

Contact: Sr. Gómara,
Import Contact
Tel:(986) 33-1401
Fax:(986) 33-2755
Product: fresh, chilled, frozen, tuna,
cod, squid, haddock, smelt, shrimp,
flounder, pollock, plaice, frozen
salmon

FRIO CONDAL, S.A.

C/Foc, 69-73

08004 Barcelona, Spain
Contact: Sr. D. José Manuel Múgica
Tel:(93) 223-0162
Fax:(93) 223-2987
Product: frozen cod, lobster,
monkfish tails, shrimp, halibut,
swordfish

GIL-DUÑO, S.A.

C/Girona, 100-6^o, 2^a
08009 Barcelona, Spain

Contact: Sr.D. Josep-Llus Gil
Import Contact
Tel:(93) 207-0274
Fax:(93) 207-7960
Product: fresh, chilled, frozen, clams,
cod, periwinkles, crab, monkfish
tails, halibut, shrimp, flounder,
gooseneck, plaice, barnacles,
swordfish, octopus, turbot, salmon,
surimi, shark, scallops

GOLDEN FOODS, S.A.
 Campo Abajo, 2
 30565 Las Torres de Cotillas, Murcia,
 Spain
 Contact: Sr.D. Fulgencio Cano,
 Import Contact
 Tel:(968) 626-708
 Fax:(968) 627-899
 Product: fresh, chilled, frozen, clams,
 herring, tuna, cod, monkfish,
 periwinkles, lobster, squid, crab,
 monkfish tails, haddock, smelt,
 halibut, shrimp, roe, flounder,
 pollock, swordfish, plaice, octopus,
 skate, turbot, salmon, shark

HISPAMAR
 C/Orense, 68-4
 28020 Madrid
 Spain
 Contact: Sr. D. Andres Umbría
 Tel:(91) 741-1141
 Fax:(91) 320-4422
 Product: fresh, chilled, frozen, cod,
 halibut, cod roe, swordfish, octopus,
 turbot

HISPATRADE, S.A.
 Marqués, Riscal, 11 Dpdo. 4º
 28010 Madrid, Madrid
 Spain
 Contact: Sr. D. Agustín Pérez
 Tel:(91) 310-3924
 Fax:(91) 310-2782
 Product: cod, squid, crab, monkfish
 tails, shrimp, cod roe, swordfish,
 flounder, turbot, sea scallops

IBERGALICIA, S.A.
 Santo Domingo,
 6-entlo
 36204 Vigo, Pontevedra
 Spain
 Contact: Sr. D. Manuel Castro,
 Import Contact
 Tel:(986) 47-2400
 Fax:(986) 42-5705
 Product: clams, frozen cod, halibut,
 swordfish

IBERICA DE CONGELADOS
 Muelle Comercial de Bouzas
 36208 Vigo,
 Pontevedra
 Spain
 Contact: Sr. D. Roberto Orozco,
 Import Contact
 Tel:(986) 207-215
 Fax:(986) 204-669
 Product: fresh, chilled, frozen, squid,
 monkfish tails, shrimp, swordfish,
 flounder, plaice, groundfish, turbot,
 sea scallops

**IMPORTADORES ESPECIALIZADOS,
 S.A.**
 C/Labrador, 4, 28004 Madrid
 Spain
 Tel:(91) 467-6717
 Fax:(91) 468-1730
 Product: canned crab meat, canned
 salmon, other canned species,
 speciality products

INTERALIMENT, S.A.
 C/Girona, 6-4
 08400 Granollers,
 Barcelona
 Spain
 Contact: Sra. D^a. Victoria M. Sama,
 Import Contact
 Tel:(93) 879-6300
 Fax:(93) 870-6900
 Product: clams, lobster, monkfish
 tails, smelt, halibut

J.S.V., S.A.
 Pol. Ind. Ascoy, s/n
 30530 Cieza, Murcia
 Spain
 Contact: Sr.D. Jesús S. Barquero,
 Import Contact
 Tel:(968) 76-2145
 Fax:(968) 76-2291
 Product: fresh, frozen, dried, tuna,
 dry/wet salted cod, squid, monkfish
 tails, halibut, shrimp, swordfish,
 flounder, plaice, turbot, frozen
 salmon

LA BALINESA, S.L.
 24796 La Antigua,
 Leon
 Spain
 Contact: Sr. D. Jesús L. Velado,
 Import Contact
 Tel:(987) 666-442
 Fax:(987) 666-422
 Product: fresh/frozen salmon,
 seafood

MANUEL BAREA, S.A.
 Rafael Beca Mateos, 20
 Aptdo. 13.358,
 41007 Sevilla
 Spain
 Contact: Sr. D. Manuel Barea,
 Import Contact
 Tel:(95) 451-8722
 Fax:(91) 573-1036
 Product: cod, lobster, squid,
 monkfish tails, haddock, cod roe,
 swordfish, octopus, shark

MAREAS, S.A.
 Narváez, 47-1D
 28009 Madrid
 Spain
 Contact: Sr.D. Buenaventura
 M. Lucas, Buyer
 Tel:(91) 574-5935
 Fax:(91) 573-1036
 Product: fresh, chilled, frozen, clams,
 cod, frozen lobster, squid, monkfish
 tails, smelt, halibut, shrimp, pollock,
 swordfish, frozen salmon, sea
 scallops

MARISCOS ARCADE, S.L.
 PQ Meira
 36950 Moaña, Pontevedra
 Spain
 Contact: Sr. Cabaleiro,
 Import Contact
 Tel:(986) 31-0372
 Fax:(986) 31-0372
 Product: periwinkles, frozen lobster,
 fresh, frozen fish, seafood, shrimp,
 sea scallops

MARISCOS VEIRO, S.L.

Coirón, 119
36967 Dena-Meaño,
Pontevedra,
Spain
Tel/Fax:(986) 743-540
Product: clams

PASAPESCA, S.A.

Pollg. Ind. Pratense
08820 El Prat de Llobregat,
Barcelona
Spain
Contact: Sr.D. Pascual Martínez,
Import Contact
Tel:(93) 478-2848
Fax:(93) 478-3673
Product: fresh, chilled, cod, squid,
monkfish tails, halibut, shrimp, cod
roe, flounder, octopus, turbot,
salmon, surimi

PESCABARNA, S.A.

Urgel,
240-250, 4ºB-C
08036 Barcelona
Spain
Contact: Sr.D. Julio C. Lopez,
Import Contact
Tel:(93) 410-0004
Fax:(93) 410-6921
Product: fresh, chilled, frozen, dried,
cod, squid, monkfish tails, smelt,
halibut, shrimp, skate

**PESCADOS AMARO GONZALEZ,
S.A.**

Puerto Pesquero, s/n
03001 Alicante
Spain
Contact: Sr.D. Juan Manuel P. Tora,
Import Contact
Tel:(965) 92-0626
Fax:(965) 92-5175
Product: tuna, lobster, squid, shark,
monkfish tails, smelt, shrimp, cod
roe, swordfish, flounder, plaice,
octopus, skate, turbot, salmon,
scallops

PESCADOS VIDELA, S.A.

Edif. Unifrisa
08040 Mercabarna,
Barcelona
Spain
Contact: Sra. D^a Montserrat Videla,
Import Contact
Tel:(93) 263-2790
Fax:(93) 263-2171
Product: fresh, chilled, dried, frozen,
dried, clams, periwinkles, lobster,
squid, crab, fish, seafood, monkfish
tails, smelt, halibut, shrimp,
gooseneck barnacles, octopus,
surimi, shark, sea scallops, other
seafood products

PESCAFINA, S.A.

Paseo de Rosales, 38
28008 Madrid
Spain
Contact: Sr. D. Rafael Marín,
Import Contact
Tel:(91) 542-2300
Fax:(91) 247-4719
Product: fresh, chilled, frozen, cod,
squid, dried, monkfish tails, smelt,
halibut, cod roe, swordfish, squid,
flounder, dried fish, plaice, octopus,
skate, frozen seafood, salmon, surimi
products

PESCANORTE, S.A.

C/Estacion, 28
20160 Lasarte,
Guipuzcoa
Spain
Contact: Sr. D. Francisco
Javier Abad, Buyer
Tel/Fax:(943) 36-1683
Product: fresh, chilled, frozen, eel,
dried eel, herring, tuna, cod, crab,
lobster, squid, monkfish tails, smelt,
haddock, halibut, shrimp, flounder,
pollock, swordfish, plaice, octopus,
skate, dried turbot, salmon, surimi,
scallops

PIPLA, S.A.

Apto. 49
36600 Villagarcía Arosa,
Pontevedra
Spain
Contact: Sr. D. Antonio Rey
Tel:(986) 50-0245
Fax:(986) 50-0292
Product: clams

SABATE HIJOS, S.A.

Mercado Central de Pescados,
puestos 54-55
08004 Barcelona
Spain
Contact: Sr. D. Juan Sabate
Tel:(93) 336-7761
Fax:(93) 336-7400
Product: live lobster

SEAFOOD IMPORT, S.L.

Edificio Bancos,
of. 56-58
08004 Barcelona, Spain
Contact: Sr.D. Alonso Sanchez Mena
Tel:(93) 335-8914
Fax:(93) 263-2725
Product: clams, tuna, cod, lobster,
squid, crab, haddock, smelt, halibut,
shrimp, roe, flounder, plaice,
octopus

SERPESKA, S.A.

Avda. de Andalucía, km. 11,300
28021 Madrid, Spain
Contact: Sr. D. Manuel Bejarano
Zafra
Tel:(91) 795-2211
Fax:(91) 797-8377
Product: tuna, cod, squid, monkfish
tails, smelt, halibut, shrimp, flounder,
gooseneck barnacles, swordfish,
plaice, octopus, salmon

SOCHAR, S.L.

Apdo. 14
36620 Villaneuva de Arosa,
Pontevedra, Spain
Contact: Carlos S. Miguens
Tel:(986) 56-1110
Fax:(986) 55-5190
Product: clams, tuna, cod, squid,
periwinkles, lobster, crab, haddock,
monkfish tails, cod roe, flounder,
swordfish, gooseneck barnacles,
turbot, octopus, frozen/fresh
salmon, sea scallops

SOCIEDAD FRANCO ESPAÑOLA DE SALAZONES

Barrio Mendelu, s/n
20280 Fuenterrabia, Guipuzcoa,
Spain
Contact: María Asunción Tojal
Tel:(943) 641-004
Fax:(943) 642-324
Product: dry/wet salted cod

CANADIAN EMBASSY

35 Nunez de Balboa,
28001 Madrid,
Kingdom of Spain
Apartado 587,
Tel:(011-34-1) 431-4300
Fax:(011-34-1) 431-2367
Contact: Mr. Mike F. Crawcour

SOTOMAYOR BROKERS & ASOCIADOS

Coruña, 24 7-H
36211 Vigo, Pontevedra
Spain
Contact: José M. Sotomayor
Tel:(986) 211-114
Fax:(986) 210-359
Product: fresh, frozen, chilled, clams,
eel, herring, tuna, cod, lobster,
squid, canned crab meat, halibut,
shrimp, fish, seafood, roe, swordfish,
gooseneck barnacles

SUPERMAR, S.A.

Av. Pasajes de S. Pedro, 41
Aptdo. 1,
20110 Pasajes S. Pedro,
Guipuzcoa, Spain
Contact: D. Eusebio Lazcano
Tel:(943) 39-8846
Fax:(943) 39-8994
Product: dry/wet salted cod

TALAFOOD, S.L.

Arrigunaga, 22-2º izq.
48990 Algorta-Getxo,
Vizcaya, Spain
Tel/Fax:(94) 469-5007
Product: dry/wet salted cod, frozen
cod, Atlantic halibut

TICAS, INC.

Pza. del Convento, 5,
despacho 3
03700 Denia, Alicante, Spain
Tel:(96) 642-1324
Fax:(96) 642-1353
Product: herring roe, cod roe

VIVERO MIÑOTO

Augusto G. Besada, 17-4B
36700 Tuy, Pontevedra, Spain
Tel:(986) 63-0450
Fax:(986) 63-0450
Product: clams, eel, periwinkles,
crab, monkfish tails

SWEDEN

Sweden, with a population of 8.7 million and a land area of 411,000 sq. km, has a coastline of about 2,600 kms, of which most is adjacent to the Baltic Sea and the Gulf of Bothnia. Both contain brackish water, of which the salinity is so low that it limits the fauna to salmonidae, eels, some freshwater fish and sea species such as herring, cod and flatfish. The most important fisheries are the North Sea where larger vessels operate.

Annual landings are in the range of 250,000 tons plus some 2300 from inland waters and another 6500 tons from aquaculture (primarily rainbow trout, salmon and eel). In addition, there is also a rather important recreational fisheries sector. Sweden ranks number 48 among the world's fishing nations. It plays a dual role in international seafood trade as a fairly large exporter (40% of Sweden's catch is landed abroad, primarily in Denmark) and also an important market for foreign suppliers. Sweden's trade balance in seafood is negative.

In 1992 the value of exports totalled about Cdn\$ 140 million, whereas imports (often more value-added products) amounted to Cdn\$ 500 million. Swedish per capita consumption of seafood is very high, 29.9 kg, representing 17.4 kg of fresh and frozen seafood and 12.5 kg of processed and preserved.

Canadian fish and seafood products enjoy an excellent market locally in Sweden and there should be possibilities to capture further market shares for various products such as cooked frozen shrimp (*Pandalus borealis*) shell-on and shell-off (total imports are in the range of Cdn\$3 million), Pacific Salmon (primarily Pink), frozen fillets of Greenland halibut, grey sole, pollock etc., live lobster, freshwater fish roe (frozen and/or cured), eel (frozen gutted), herring (barrelled cured-fillets cut vinegar cured).

ABBA SWEDEN

P.O. Box 113
S-456 81 Kungshamn,
Sweden
Tel: 523-390 00
Fax: 523-379 65
Product: fresh, chilled, cod roe,
lumpfish roe, barrelled cured,
herring, other seafood products, raw
material

AB LOBSTER

Flyginfarten 1
S-175 38 Järfälla,
Sweden
Tel: 8-760 28 50
Fax: 8-621 12 88
Product: frozen shellfish

AB SJ NORMAN

Importorv. 23,
S-121 73 Johanneshov,
Sweden
Tel: 8-9100 90
Fax: 8-919991
Product: frozen fish, shellfish

AQUA-MAT BJORN STRANDWITZ

AB
Nya Allen 6B,
S-411 38 Gothenburg,
Sweden
Tel: 31-132500
Fax: 31-138535
Product: frozen, canned, dried,
cured seafood

ARVID NORDQUIST HAB

Box 1285,
S-171 25 Solna,
Sweden
Tel: 8-7991800
Fax: 8-294162
Product: frozen, processed

ASTACUS SEAFOOD AB

Ringovagen 33,
S-417 07 Gothenburg,
Sweden
Tel: 31-513155
Fax: 31-229029
Product: frozen fish & shellfish,
seafood

BJÖRK & MAGNUSSON AB

Tornbornav. 32
S-253 68 Helsingborg
Sweden
Tel: 42-296050
Fax: 42-296060
Product: frozen fish & shellfish,
seafood

BO E. SJÖSTRÖM TRADING

Box 462
S-123 04 Farsta 4,
Sweden
Tel: 8-93 15 16
Fax: 8-93 15 16
Product: frozen, canned, processed
seafood

DAGAB AB

Anderstorpsvagen 22
S-171 78 Solna,
Sweden
Tel: 8-7344200
Fax: 8-826405
Product: frozen fish, processed
shellfish

EXCLUSIVE FOOD AB

August Barks Gata 21
S-421,
32 V. Frölunda
Sweden
Tel: 31-471471
Fax:31-477407
Product: seafood

FELDT'S FISK & SKALDJUR

Sandbogen
S-456 31 Kungshamn
Sweden
Tel: 523-707 00
Fax:523-707 55
Product: fish, frozen fish, frozen
shellfish, other frozen seafood
products

FEST AB

Box 23
S-456 21 Kungshamn
Sweden
Tel: 523-32726
Fax: 523-708 00
Product: frozen shellfish, fresh and
frozen salmon, lobster, crab,
mussels, lumpfish roe

FISCOMAR AB

S. Kyrkog. 7
S-251 14 Helsingborg
Sweden
Tel: 42-180100
Fax: 42-187815
Product: frozen seafood, fish,
shellfish

FISK I NORR AB

Hammarv. 32
S-943 36 Öjebyn
Sweden
Tel: 911-603 00
Fax: 911-600 00
Product: frozen Pacific salmon, IQF
cooked shrimp shell-on, shell-off,
fish, seafood

FRIFOOD AB

Box 5223
S-402 24 Gothenburg,
Sweden
Tel: 31-359750
Fax: 31-359755
Product: fresh, frozen, seafood, fish,
other products

HAVSPRODUKTER-SEAFOOD

Box 6115,
S-600 06 Norrköping,
Sweden
Tel: 11-197490
Fax: 11-168840
Product: frozen seafood, frozen fish,
frozen shellfish, other frozen seafood
products

HÅLLÖFISK AB

S-450 43 Smögen
Sweden
Tel: 523- 324 20
Fax: 523-325 27
Product: frozen shellfish, shellfish
meat

ICA PARTIHANDEL

Buying Division
Overseas Products
Box 888,
S-161 24 Bromma,
Sweden
Tel: 8-7997000
Fax: 8-285732
Product: frozen and processed
seafood

JO FOOD AB

Box 8959,
S-402 74 Gothenburg,
Sweden
Fax: 31-232467
Tel: 31-235055
Product: frozen fillets, frozen halibut,
frozen, lobster, frozen shrimp, other
seafood products

LGB-SEAFOOD AB

BOX 47003
S-100 74 Stockholm,
Sweden
Tel:8-185300
Fax:8-7445950
Product:frozen fish and shellfish

MALINS FISK AB

Fiskhamnsg.,
S-414 58 Gothenburg,
Sweden
Tel: 31-427150
Fax: 31-129750
Product: frozen fish and shellfish, live
lobster, processed seafood
products, value-added

OLOFSSON & ANLSTROM FISK AB

Fiskhamnsg.,
S-414 58 Gothenburg,
Sweden
Tel: 31-129610
Fax: 31-425955
Product: fresh and frozen seafood

SANNAS RAKOR AB

S-457 00 Tanumshede,
Sweden
Tel: 525-22165
Fax: 525-22535
Product: IQF cooked shrimp,
shell-off, shell-on

SEA COLD FOOD AB

Hallmästar. 2-8
S-121 62 Johanneshov
Sweden
Tel: 8-399500
Fax: 8-390035
Product: frozen seafood, fish &
shellfish

SEAFOOD HOUSE AB

Grosshandlarv. 1
S-121 73 Johanneshov,
Sweden
Tel:8-7223080
Fax:8-912737
Product:Frozen shellfish & fish

SKANDIAKONSERV AB

Box 14,
S-453 00 Lysekil,
Sweden
Tel:523-13000
Fax:523-11308
Product: fish, seafood

UHLEN & NORD AB

Brunnbyvagen 20,
S-121 73 Johanneshov,
Sweden
Tel: 8-910430
Fax:8-918022
Product: frozen fish, processed
shellfish, other seafood products

SEJRBO & SON AB

2359 Dymollan
S-264 00 Klippan,
Sweden
Tel:435-15201
Fax:435-18400
Product: frozen eel

SMÖGENS KONSERVFABRIK

Mästarv. 8
S-695 41 Strängnäs
Sweden
Tel: 152-160 70
Fax: 152-101 95
Product: frozen shellfish

CANADIAN EMBASSY

Tegelbacken 4, 7th Floor,
S-103 23 Stockholm,
Kingdom of Sweden
P.O. Box 16129,
Tel:(011-46-8) 613-9900
Fax:(011-46-8) 24-24-91
Contact: Mrs. Ulla Hansson

SWITZERLAND

The territory of Switzerland and the Principality of Liechtenstein largely depend on fish imports as local production only covers about 9% of total consumption. The per capita consumption of fish, crustaceans and molluscs amounts to approximately 7.7 kilograms per year. Total imports of fish including canned and processed fish in 1992 were 49,068 metric tons, a 3 % decrease as against 1991. Imports from Canada in 1992 amounted to 2,289 metric tons or 13% less than in 1991.

Despite heavy competition from European (particularly Scandinavian) and overseas countries, good prospects continue to exist for the following species; Canadian pacific and Atlantic frozen salmon both wild and farmed, frozen and fresh fillets of yellow perch, live and frozen lobster, canned and frozen shrimps, canned salmon and frozen cod. Other species like walleye-pickrel, pike etc. are known here but imported quantities are still very small.

CASIC

Purchasing organization for
comestibles
Münchensteinerstr. 83
CH-4002 Basel
Switzerland
Tel:(61) 331 27 27
Fax:(61) 331 26 12
Contact: Ms. Claudine Grollmund
Product: Perch, Pike, Perch-pike
fillets (fresh and frozen), Salmon
(frozen), Cocktail Shrimp, Other
Seafood Products, Alaska King Crab
Meat, Lobster, Cod

Federation of Migros Cooperatives
Limmatstrasse 152
CH-8005 Zurich
Switzerland
Tel:(1) 277 24 35
Fax:(1) 277 25 25
Contact: Mr. H. Heizelmann
Product: Fresh, Frozen, Fish, Cod,
Salmon, Shrimp, Halibut, Perch
Fillets, Lobster, Other Seafood
Products

Stadel-Fischimport
Inh. Wohlwender & Siegrist
Wallstr. 11
CH-4002 Basel
Switzerland
Tel:(61) 272 25 15
Fax:(61) 272 25 20
Contact: Mr. Othmar Wohlwender
Product: Perch Fillets (fresh/frozen),
Salmon (frozen), Shrimp, Ocean
Perch (frozen)

Movenpick Produktions AG
Zurichstrasse 77
CH-8134 Adliswil, Switzerland
Tel:(1) 712 22 22
Fax:(1) 710 14 41
Contact: Mr. Ernest Bohl
Product: Salmon

TOP COQ S.A.
Neudorfstr. 90
CH-4002 Basel, Switzerland
Tel:(61) 322 18 88
Fax:(61) 322 88 37
Contact: Mr. Walter Herrlich
Product: Perch Fillets (fresh/frozen),
Salmon, Cocktail Shrimp

MEP SA
P.O. Box 21
CH-1267 Coinsins/VD
Switzerland
Tel:(22) 364 05 05
Fax:(22) 364 08 08
Contact: Mr. Marcel Perrenoud
Product: Shrimp, Perch Fillets,
Salmon

Frionor AG
Peter Merian-
Strasse 45
CH-4002 Basel
Switzerland
Tel:(61) 271 28 30
Fax:(61) 272 18 36
Contact: Mr. Max Schmid,
Import Contact
Product: Perch, River Perch, Shrimp,
Fresh, Frozen, Seafood, Fish

Dyhrberg AG
Solothurnerstrasse 40
CH-4710 Klus/Balsthal
Switzerland
Tel:(62) 71 40 71
Fax:(62) 71 37 75
Contact: Mr. L. Belser
Product: Salmon, Eel, Seafood

Delfish AG
Hauptstrasse
CH-9556 Affeltrangen, Switzerland
Tel:(73) 45 14 77
Fax:(73) 45 15 54
Contact: Mr. J. Knellwolf
Product: Salmon

Indu-Farm AG
Parkweg 35, P.O. Box 3356
CH-4002 Basel, Switzerland
Tel:(61) 272 95 08
Fax:(61) 292 95 67
Contact: Mr. P.O. Fehlmann
Product: Perch Fillets (frozen), Pike
Fillets, Walleye Fillets, Arctic Char
Steaks, Fillets

Corema Frozen Seafoods S.A.
56, route de Satigny, case post. 46
CH-1242 Satigny-Geneva, Switzerland
Tel:(22) 785 55 33
Fax:(22) 785 55 59
Contact: Edmond E. Montan
Product: Shrimp, Greenland Turbot,
Ocean Perch, Cod Fillets, Snow
Crab, Cooked Lobsters, Perch and
Perch Fille, Northern Pike and Fillets,
Sauger Fillets, Walleye

Connessa S.A.
Laufenstrasse 12
CH-4053 Basel
Switzerland
Tel:(61) 331 68 68
Fax:(61) 331 14 53
Contact: Mr. Fritz Paul
Product: Live Lobster, White Perch
Filets

Siber Hegner Raw Materials
Produce Dept.
Wiesenstr. 8
CH-8022 Zurich
Switzerland
Tel:(1) 386 73 20
Fax:(1) 383 16 63
Contact: Mr. Alfred Blattman
Product: Perch, Pickerel

Mulhaupt Comestibles
ch. des Planchettes 5
CH-1032 Romanel, s/Lausanne
Switzerland
Tel:(21) 731 43 43
Fax:(21) 731 43 58
Contact: Max & Jean Mulhaupt
Product: White Halibut (fresh)

Pizoler Spezialitäten
Im Tiefriet
CH-7320 Sargans
Switzerland
Tel:(81) 723 01 61
Fax:(81) 723 27 18
Contact: Mr. E. Ospelt Hafner,
Import Contact
Product: Salmon

Bonfrais Bongel S.A.
route des Acacias 36
CH-1227 Carouge /GE
Switzerland
Tel:(22) 342 22 44
Fax:(22) 300 12 77
Contact: A. Crausal,
Import Contact
Product: Perch Filets, Shrimp,
Salmon, Lobster

Lobstair AG
Langwattstr. 27
CH-8125 Zollikerberg, Switzerland
Tel:(1) 391 91 60
Fax:(1) 391 27 96
Contact: Mr. Claude Haari
Product: Live Lobster, Other
Seafood Products

Gottfr. Hirtz AG
Food Imports, Im Schossacker 9
CH-8600 Dubendorf, Switzerland
Tel:(1) 821 12 21
Fax:(1) 821 12 90
Contact: Beat Hirtz
Product: Fresh, Frozen, Fish,
Seafood, Canned Lobster, Crabmeat:
King, Queen and Snowcrab, Other
Crustacean Products

Gustav Gerig AG
Hardturmstrasse 169
CH-8005 Zurich, Switzerland
Tel:(1) 271 32 40
Fax:(1) 271 30 14
Contact: Mr. Peter Baldinger
Product: Canned Lobster, Shrimp,
Prawns, Fish, Seafood

CIDIAL S.A.
Av.Adrien-Jeandin 31
CH-1226 Genève-Thônex
Switzerland
Tel:(22) 349 13 00
Fax:(22) 349 13 50
Contact: Felix Länzlinger,
Import Contact
Product: Variety of Seafood fresh,
frozen, smoked

Mr. A. Mittler
Hallenstr. 10
CH-4104 Oberwil,
Switzerland
Tel:(61) 401 14 90
Fax:(61) 401 14 93
Contact: Mr. A. Mittler,
Owner & Import Contact
Product: Perch Filets

COOP SCHWEIZ
Thiersteinerallee 14
CH-4056 Basel
Switzerland
Tel:(61) 336 66 66
Fax:(61) 336 60 40
Contact: Mr. Hans Sutter
Product: Salmon

Gefluegel- & Wildimport AG
Neudorfstr. 90
CH-4056 Basel
Switzerland
Tel:(61) 322 44 11
Fax:(61) 322 55 51
Contact: Mr. J.A. Frei
Product: Fresh, Frozen, Salmon,
Grey Sole Filets, Perch Filets

Magazine zum Globus
Eichstrasse 27
CH-8045 Zurich
Switzerland
Tel:(1) 455 21 11
Fax:(1) 463 35 02
Contact: Mr. F. Wey
Product: Seafood, Fish, Other
Products

Covin AG
Hardturmstrasse 821
CH-8037 Zurich,
Switzerland
Tel:(1) 271 31 21
Fax:(1) 272 90 60
Contact: Benito Barrientos
Product: Frozen Perch, Giant
Shrimp, Tuna, Cod Fish

Brasilona S.A.
rue du Chable-Bet 12
CH-1920 Martigny
Switzerland
Tel:(26) 23 13 33
Fax:(26) 23 13 55
Contact: Mr. Kurt Schaerer
Product: Yellow Lake Perch, IQF
filets (skin on), Cod, Flounder,
Greysole, Shrimp, Greenland Turbot,
Salmon

SWISSAIR
SCWO - Purchasing
CH-8058 Zurich, Switzerland
Tel:(1) 812 12 12/812 61 47
Fax:(1) 810 82 48
Contact: Fernand Steiner
Product: Salmon Fillets

Pierrot-Friola S.A.
Société de distribution
Forelstr. 1 - 3
CH-3072 Ostermündingen
Switzerland
Tel:(31) 930 31 11
Fax:(31) 930 31 50
Contact: Franz Hadorn
Product: Perch Fillets (frozen)

Frisco-Findus AG
CH-9400 Rorschach, Switzerland
Tel:(71) 40 11 55
Fax:(71) 41 28 59
Contact: Mr. Felix Graf
Product: Cod, Alaska Pollock, Hake,
Processed Blocks

Hugo Dubno AG
Hardturmstr. 169
CH-8005 Zurich
Switzerland
Tel:(1) 271 48 77
Fax:(1) 271 92 90
Contact: Mr. Guido Meier
Product: Salmon (fresh, frozen and
smoked)

Prodial S.A.
rue Peillonex 31
CH-1225 Chêne-Bourg
Switzerland
Tel:(41-22) 348 81 38
Fax:(41-22) 348 83 13
Contact: Mr. Roger Sitbon
Product: Salmon

Orca Import-Export
Chemin Dauphine 45
CH-1291 Commugny
Switzerland
Tel:(41-22) 776 02 10
Fax:(41-22) 776 02 13
Contact: Mr. P. Groenendijk
Product: Perch, Frozen Lobster

Delitrade S.A. (Fideco)
Länggasse 255
CH-3280 Murten, Switzerland
Tel:(37) 72 21 85
Fax:(37) 72 21 01
Contact: Mr. Roland Stoller
Product: Perch Fillets, Salmon

Michel Comestibles AG
Staedtlizentrum Unterseen
CH-3800 Interlaken, Switzerland
Tel:(36) 22 12 12
Fax:(36) 23 21 58
Contact: Mr. Arne van Grondel
Product: Fresh and Frozen Fish, Fish
Product, Lobster, Clam, Cod, Shrimp

Kingstar AG
Gewerberheinlehne
CH-4133 Schweizerhalle
Switzerland
Tel:(61) 821 02 02
Fax:(61) 821 04 23
Product: Fresh, Frozen Pacific
Salmon, Fresh Wild Salmon

Import & Trade with Seafood
Schurbachstr 10a
CH-8134 Adliswil
Switzerland
Tel:(1) 710 88 74
Fax:(1) 710 79 88
Contact: Hermann Oeschger
Product: Yellow Lake Perch,
Seafood

Traitafina AG
CH-5600 Lenzburg
Switzerland
Tel:(64) 59 21 21
Fax:(64) 59 22 51
Contact: Mr. Heinz Stämpfli
Product: Frozen Yellow Lake Perch
Fillets, Frozen Pickerel

Staire Corp
Weberstrasse 8
8800 Thalwil,
Switzerland
Tel:(1) 722 18 70
Fax:(1) 722 18 70
Contact: Mr. John O Styffe
Product: Seafood

Vancouver-Wildlachs
Hochfeldstrasse 32
CH-3012 Bern, Switzerland
Tel:(31) 24 12 07
Contact: P. Skubican-Sterchi
Product: Salmon (fresh, frozen and
smoked), Sockeye-Roe

Marchandisage Market
case postale 53
CH-1241 Puplinge/GE
Switzerland
Tel:(22) 349 67 14
Fax:(22) 349 61 75
Contact: F. Rampony
Product: Seafood, Salmon, Tunny,
Sole, Cod

Morlend Trading Ltd
Via Pioda 12, P.O. Box 3133
CH-6901 Lugano, Switzerland
Tel:(91) 23 37 14
Fax:(91) 22 73 78
Contact: Alfred A. Riebenfeld
Product: Seafood

Grand Comestibles
rue Caroline 20
1227 Carouge /GE
Switzerland
Tel:(22) 342 57 40
Fax:(22) 343 40 82
Contact: Marco Mermoux
Product: Lobster, Fresh Fish

Doerig & Brandl
Gaswek Areal, Ballonstr. 24
CH-8952 Schlieren
Switzerland
Tel:(1) 730 52 53
Fax:(1) 730 64 51
Contact: Mr. Hunziker
Product: Live Lobster

G. Bianchi AG
Comestibles, Marktgasse 3
CH-8001 Zurich,
Switzerland
Tel:(41-1) 261 70 90
Fax:(41-1) 262 26 68
Contact: Mr. G. Bianchi,
Import Contact
Product: Live Lobster, Fish

Progin Poissons S.A.
Fbg de l'Hôpital 36
CH-2000 Neuchâtel
Switzerland
Tel:(41-38) 31 60 16/25 17 75
Fax:(41-31) 31 60 16
Contact: Mr. J. Progin
Product: Perch (whole), Fillets

Stutzer & Co
Seminarstrasse 28
CH-8048 Zurich, Switzerland
Tel:(1) 361 46 77
Fax:(1) 363 00 95
Contact: Mr. Jakob Mock
Product: Frozen Seafood

Eagelet Corporation Ltd
Nauenstrasse 65, P.O. Box
CH-4002 Basel, Switzerland
Tel:(61) 272 53 55
Fax:(61) 272 53 77
Contact: Mr. Früh
Product: Smoked Salmon, Fish Roe,
Seafood

Hans Fricker & Co
Herrengütlistrasse 25
P.O. Box
CH-8304 Wallisellen
Switzerland
Tel:(1) 830 56 26
Fax:(1) 830 59 29
Contact: Mr. Franz Fricker
Product: Smoked Salmon, Caviar,
Fish Roe

Zimmermann AG
P.O. Box 340, Pâquiers 22
CH-2072 St-Blaise
Switzerland
Tel:(38) 33 88 08
Fax:(38) 33 39 36
Product: Salmon, Perch, Lobster,
Salt Fish, Blue-shark, Crab,
Sauger/Canadian Pike

CANADIAN EMBASSY
Kirchenfeldstrasse 88,
CH-3005 Berne,
Switzerland
Tel:(011-41-31) 352-63-81
Fax:(011-41-31) 352-73-15
Contact: J. E. Schwartzburg

UNITED KINGDOM

Britain is an active and mature market for seafood products, but a rewarding market for those Canadian firms who are competitive and persistent in approaching the market with a view towards the long-term. Over half of the fresh and frozen fish reaching the consumer market in the U.K. does so through retail sales, with the balance used by the foodservice sector. As with other food sales, the retail sector is becoming increasingly dominated by supermarkets, referred to as multiple retailers. However, traditional fishmongers still play a very important role in wet fish sales. Supermarkets provide for over half the trade in frozen fish, with freezer centres taking slightly less than 20%. For fresh fish, fishmongers have close to half the trade and supermarkets about one-quarter, with all other users providing the remaining 25% demand. There are five major supermarket groups: Sainsbury, Tesco, Asda, Gateway and the Argyll group which incorporates Safeway. Supermarkets represent very powerful buyers as they account for over 80% of all food expenditures in the United Kingdom. Purchasing is handled centrally, thus making it difficult for firms other than large suppliers to service their requirements directly.

In addition to dockside wholesale fish markets, there are inland fish markets with the most notable being Billingsgate in London. Independent retailers such as fishmongers, proprietors of market stalls, and mobile sales vans, all purchase directly from local markets, but the supermarkets do so only to a limited extent. Restaurants are the other main customers of wholesale markets, especially Billingsgate. However, there are a number of specialty companies based outside the markets who deliver fresh and frozen fish to foodservice outlets. Higher prices may sometimes be obtained by exporters by selling to these specialty firms rather than through intermediary fish traders. At all ends of the market, tastes remain loyal to traditional species like cod, haddock, sole and plaice, but, there is a growing willingness to consume a greater variety of seafood species. Due to increases in price for traditional species, international travel and foreign influences generally, there is a more diversified approach to seafood preparation in the home. These trends are also noticeable throughout the restaurant trade, especially in the more affluent southern and eastern areas of the United Kingdom. Consumers are offered a wide selection of imported seafood species in restaurants and this has influenced demand for imported products.

Birds Eye Walls Ltd
Station Avenue
Walton-on-Thames
Surrey KT12 1NT, U.K.
Tel:(0932) 228 888
Fax:(0932) 263 608
Contact: G Zurlutter
Product: frozen cod

Marine Fisheries Ltd
South Esplande West
Aberdeen, Scotland AB1 3AA
United Kingdom
Tel:(0224) 875 803
Fax:(0224) 898 807
Contact: A Main
Product: frozen haddock, frozen cod

Pacitti Marketing
17 Palmerston Road
Aberdeen AB1 2QP
United Kingdom
Tel:(0224) 575 252
Fax:(0224) 574 405
Contact: D Pacitti
Product: frozen cod, fish, seafood

Icelandic Freezing Plants Ltd
Estate Road No 2
S. Humberside Indust. Estate
Grimsby, U.K.
South Humberside DN31 2TG
Tel:(0472) 344 181
Fax:(0472) 356 036
Product: frozen cod

Faroe Seafood Comapny Limited
Estate Road 5
South Humberside Ind., Grimsby
South Humberside DN31 2TG
United Kingdom
Tel:(0472) 361 251
Fax:(0472) 355 368
Contact: P Tappin
Product: frozen cod, fish, seafood

Macfish Ltd
Watermill Road, Fraserburgh
Aberdeenshire AB43 5HE
United Kingdom
Tel:(0346) 513741
Fax:(0346) 515902
Contact: A Robertson
Product: herring, cod, haddock

Freebooter Seafoods Ltd
Gothernbury Way
Sutton Fields Industrial Estate
Kingston-upon-Hull,
United Kingdom
North Humberside HU8 0YJ
Tel:(0482) 831 176
Fax:(0482) 878 333
Product: frozen cod

Nor-Sea Foods Ltd
Broadfold Road, Bridge of Don
Aberdeen, Scotland AB2 8EE
United Kingdom
Tel:(0224) 703 222
Fax:(0224) 822 802
Contact: John Kelly
Product: frozen cod, frozen herring

Crown Seafoods
Auckland Road, Fish Docks,
Grimsby
South Humberside DN31 3RP
United Kingdom
Tel:(0472) 250244
Fax:(0472) 250219
Contact: T Hogg
Product: frozen white fish

McPhee Ltd
Stand 21/26, Fishmarket
Blochairn Road
Glasgow G21 2DX, United Kingdom
Tel:(041) 952 6910
Fax:(041) 952 1941
Product: all white fish

Connors Seafoods Ltd
Boddam, Peterhead
Aberdeenshire AB42 7AU
United Kingdom
Tel:(0779) 478991
Fax:(0779) 471014
Contact: A Scatterty
Product: frozen white fish

F Smales & Son Merchants
West Dock Street
Hull HU3 4HL, United Kingdom
Tel:(0482) 24997
Fax:(0482) 23765
Contact: Colin Smales
Product: fresh/frozen fish

Tom Darwood Ltd
Steven House, Cross Street
Fish Docks, Grimsby
South Humberside, United Kingdom
Tel:(0472) 356711/349939
Fax:(0472) 240941
Contact: Tom Darwood
Product: frozen plaice, frozen cod,
frozen haddock

West Country Seafoods
No 3 Depot, Novacold Ltd
Estover Road, Plymouth
Devon, United Kingdom
Tel:(0752) 785515/6/7
Fax:(0752) 785518
Contact: David Kinver
Product: salmon, cod, codtails,
shrimp

Simson's Fisheries
Imperial House, Redlands
Coulson, Surrey CR5 2HT
United Kingdom
Tel:(081) 668 0931
Fax:(081) 668 2396
Contact: Tim Lucas
Product: live scallops, live lobster

Wirral Seafoods
15-21 Cathcart Street
Birkenhead
Merseyside L41 3NF
United Kingdom
Tel:(051) 647 8482
Fax:(051) 666 1672
Contact: Colin McDonald
Product: welks, other shellfish

Buckingham & Lloyd's Ltd
91 Old Brompton Road
London SW7 3LD, United Kingdom
Tel:(071) 581 5375
Fax:(071) 584 1033
Contact: Micky Jacobs
Product: live scallops, frozen

Champion Seafoods Ltd
Elizabeth House, 20 School R
Tilehurst, Reading
Berks RG3 5AL, United Kingdom
Tel:(0734) 451563
Fax:(0734) 451548
Contact: Chris Champion
Product: scallops

Anchor Seafoods Ltd
Devonshire House, Handcross
West Sussex RH17 6BJ
United Kingdom
Tel:(0444) 400 363
Fax:(0444) 400 949
Contact: Edwin Young
Product: shellfish, herring milts

John West Foods Ltd
West House, Bixteth Street
Liverpool L3 9SR, United Kingdom
Tel:(051) 236 8771
Fax:(051) 236 5465
Contact: Graham Bell
Product: canned salmon, herring,
crab, sardines

Wm. Morrison Supermarkets
Wakefield 41 Industrial Park
Wakefield
West Yorkshire WF2 0XF
United Kingdom
Tel:(0924) 821 218
Fax:(0924) 821 250/60
Product: canned salmon

Stevens & Brotherton Ltd
S & B House, 2 Vincent Close
Knoll Rise, Orpington
Kent BR6 0XG
United Kingdom
Tel:(0689) 877799
Fax:(0689) 890790
Contact: Paddy Hoban
Product: canned salmon

Princes Foods Ltd
Royal Liver Building
Pier Head, Liverpool L3 1NX
United Kingdom
Tel:(051) 236 9282
Fax:(051) 236 1057
Contact: N J Spruyt
Product: salmon, lobster

Marks & Spencer Plc
Michael House, Baker Street
London W1A 1DN
United Kingdom
Tel:(071) 935 4422
Fax:(071) 268 2703
Contact: Jill Bruce/Philip Kent
Product: canned salmon

Hollis Mercantile
Old Rectory, Muckingwhard R
Mucking, Stanford Le Hope
Essex SS17 0RN, United Kingdom
Tel:(0375) 361 999
Fax:(0375) 360 761
Contact: B Hollis
Product: canned fish

Sainsbury's Plc
Stamford House, Stamford St.
London SE1 9LL, United Kingdom
Tel:(071) 921 6000
Fax:(071) 921 6462
Contact: Gareth Davies
Product: canned salmon

Safeway Plc
6 Millington Road
Hayes, Middlesex UB3 4AY
United Kingdom
Tel:(081) 848 8744
Fax:(081) 573 1865
Contact: Jim Waller
Product: canned salmon

Asda Stores Ltd
Asda House, Southbank
Great Wilson Street
Leeds LS11 5AD
United Kingdom
Tel:(0532) 435 435
Fax:(0532) 418 666
Product: canned fish

Tesco Stores Ltd
Tesco House, Delamare Road
Cheshunt, Waltham Cross
Herts EN8 9SL
United Kingdom
Tel:(0992) 632222
Fax:(0992) 644894
Contact: David Simons
Product: canned fish

Scp-Fro
Merchants House, 30 George Square
Glasgow G2 1EG, United Kingdom
Tel:(041) 248 7717
Fax:(041) 221 7524
Contact: Sonja Stewart
Product: canned salmon

John Kelly (Fish Curers) Ltd
Newhaven Place, Edinburgh,
Scotland EH6 4LX, United Kingdom
Tel:(031) 552 4222
Fax:(031) 551 3152
Contact: Tom Kelly
Product: herring milts, herring

G S Ballard & Sons
George St East, North Shields
Tyne & Weir, United Kingdom
Tel:(091) 257 0009
Fax:(091) 257 2898
Contact: Keith Johnson
Product: herring, herring products,
mackerel

Neptune (Fish Export) Ltd
North Esplande East
Aberdeen,
Scotland AB1 2Qy
United Kingdom
Tel:(0224) 211 777
Fax:(0224) 211 668
Contact: Ian McFadden
Product: herring

C M Roach Ltd
74/76 English Street
Hull, North Humberside
United Kingdom
Tel:(0482) 24511
Fax:(0482) 20554
Product: halibut, herring, herring
products, salmon

Shellfresh Seafoods
Watling Street
Nr. Hinkley, Leics
United Kingdom
Tel:(0445) 632 481
Fax:(0445) 250 861
Contact: David Freeman
Product: live lobster

Ramus Seafoods
Ocean House
Kings Road, Harrogate
Yorks. HG1 9XX, United Kingdom
Tel:(0423) 563 271
Fax:(0423) 531 040
Contact: Chris Ramus
Product: specialty seafoods

Leathams Larder
Leathams Larder Ltd
1 Bethwin Road, Camberwell
London SE5 0YJ, United Kingdom
Tel:(071) 703 7031
Fax:(071) 701 2376
Contact: Chris Waters
Product: specialty seafood

Petty Wood And Co Ltd
P O Box 66, Livingstone Road
Andover, Hampshire SP105LA
United Kingdom
Tel:(0264) 345 500
Fax:(0264) 332 025
Contact: John Stokes
Product: specialty seafoods, canned
salmon

W G White Ltd
68 Churchfield Road
London W3 6DL, United Kingdom
Tel:(081) 992 8764
Fax:(081) 993 2060
Contact: John Stas
Product: caviar

C J Newnes & Partners
73 Billingsgate Market
Trafalgar Way
London E14 5TQ
United Kingdom
Tel:(071) 515 0793
Fax:(071)538 4614
Contact: C J Newnes
Product: fresh fish

Barneys Of Aidgate
55a Chamber Street
London E1 8BL
United Kingdom
Tel:(071) 481 2177
contact: Mark Button
Product: eels

F R Bradley (Feltham) Ltd
Glenthorne, 166 Bedford Lane
Feltham, Middlesex TW14 9NJ
United Kingdom
Tel:(081) 890 3169
Fax:(081) 751 0627
Contact: Mr Bradley
Product: eels, shellfish

L & D Hart
13 Billingsgate Market
London E14 5ST
United Kingdom
Tel:(071) 515 2495/3146
Fax:(071) 515 3367
Contact: B Charlesley
Product: eels, halibut, shrimp

Micks Eel Supply
14 Billingsgate Market
London E14 5ST, United Kingdom
Tel:(071) 515 2249
Fax:(071) 538 9936
Contact: M Jenryck
Product: eels

Lyons Seafood
Barrow House, Bishopstrow
Warminster, Wiltshire
BA129HU, United Kingdom
Tel:(0985) 214 565
Fax:(0985) 213 710
Contact: Stephen Geddes
Product: frozen lobster, shrimp,
shellfish

R and A Seafoods Ltd
33 Manor Road, Wallington
Surrey SM6 0BW
United Kingdom
Tel:(081) 669 8137
Fax:(081) 773 0164
Contact: D Ashton
Product: salmon, specialty seafoods,
frozen cod

Bards Smoked Salmon Ltd
2 Salamans Way
Ferry Lane, Rainham
Essex RM13 9UL
United Kingdom
Tel:(07085) 22533
Fax:(07085) 20735
Contact: J Bard
Product: smoked salmon, frozen
salmon

Ross Young Ltd
Ross House
Wickham Road, Grimsby
South Humberside DN31 3SW
United Kingdom
Tel:(0472) 359111
Fax:(0472) 365170
Contact: Richard Whateley
Product: shrimp, frozen salmon,
lobster, cod

Eurosea Ltd
4a Comet House
Calleva Park
Aldermaston, Reading
Berks RG7 4QW
United Kingdom
Tel:(0734) 817 241
Fax:(0734) 816 433/819 766
Contact: John Hiscock
Product: herring milts, frozen
salmon, halibut, shrimp

Auscot Ltd
North House, Northgrove Road
Kawkhurst, Kent TN18 4AP
United Kingdom
Tel:(0580) 753 802
Fax:(0580) 752 770
Contact: W G Greig
Product: frozen salmon, cod, shrimp,
herring, halibut

Clouston Foods (Europe) Ltd
924 Oxford Road
Tilehurst, Reading
Berkshire RG3 6TB
United Kingdom
Tel:(0734) 425 544
Fax:(0734) 410 051
Contact: P Byrne
Product: frozen snow crab meat,
lobster, value-added seafood,
scallops, shrimp, fish, seafood

H S Fishing Co Ltd
Sutton Road
Great Yarmouth
Norfolk NR30 3NA
United Kingdom
Tel:(0493) 858 119
Fax:(0493) 859 517
Contact: David Eastwood
Product: frozen salmon, pickled
herring

Sea Products International
Wholesale Market Precinct
Pershore Street
Birmingham B5 6UU
United Kingdom
Tel:(021) 622 5111
Fax:(021) 622 6123
Contact: Oliver Giblin
Product: herring milts, all frozen
seafood, fish, crustaceans

Alastair Watson & Co Ltd
15 Torquay Street
London W2 5EJ
United Kingdom
Tel:(071) 266 3794
Fax:(071) 266 2659
Contact: Andrew Moffat
Product: canned seafood, frozen
seafood

Britfish Ltd
Freightliner Road
Hessle Road, Hull
North Humberside HU3 4UW
United Kingdom
Tel:(0482) 224458
Fax:(0482) 29170
Contact: Tony Wilson
Product: minced salmon blocks

Bluecrest Foods Ltd
Ladysmith Road, Grimsby
South Humberside DN32 9TN
United Kingdom
Tel:(0472) 344821
Fax:(0472) 250541
Contact: Andrew Beeken
Product: frozen cod fillets

Youngs Chilled Foods
Estate Road No 1
South Humberside Industrial Estate
Grimsby
South Humberside DN31 2TB
United Kingdom
Tel:(0472) 344111
Fax:(0472) 342623
Contact: Graham Charlton
Product: frozen salmon, shrimp,
scallops, white fish, lobster

Rowan
Ash Road South
Wrexham Industrial Estate
Wrexham, Clwyd
United Kingdom
Tel:(0978) 661 966
Fax:(0978) 661 297
Contact: Jim McLinden
Product: frozen salmon

Aqua Scot Marketing
Alness
Highland
Scotland IV17 0XS
United Kingdom
Tel:(0349) 884424
Fax:(0349) 882176
Contact: Dennis Overton
Product: frozen salmon

Iceland Freezer Food Centre
Head Office
7 Parr Road
Honeypot Lane,
Stanmore
Middlesex HA7 1LE
United Kingdom
Tel:(081) 951 1313
Fax:(081) 952 3577
Contact: Frances Clipperton
Product: frozen lobster, frozen
shrimp

Fastnet Fish Ltd
Fastnet House
Alexandra Chamber
Flour Square
Grimsby
South Humberide
United Kingdom
Tel:(0472) 240 777
Fax:(0472) 241 052
Contact: P J Doswell
Product: trading company, cod,
groundfish, skate wings, dogfish, all
seafood

Marr frozen Foods Ltd
102 Gillett Street
Hull HU3 4JG
United Kingdom
Tel:(0482) 26563
Fax:(0482) 227635
Contact: Peter Berry
Product: frozen lobster, frozen
shrimp

L & D Hart Ltd
42 Willerton Close
Shawcross, Dewsbury
West Yorkshire WF12 7SH
United Kingdom
Tel:(0924) 465606
Fax:(0924) 468397
Contact: Duncan Scholfield
Product: shrimp, halibut, squid,
herring milt

Angel Lane Shellfish
97 Cannon Workshops
Isle of Dogs, London E15
United Kingdom
Tel:/Fax:(071) 987 0338
Contact: Mark Harvey
Product: live eels, frozen eels,
shellfish

Pinneys Shellfish Ltd
Bridgekirk, Annan,
Dumfries,
Scotland TG12 5LP
United Kingdom
Tel:(0576) 300401
Fax:(0576)300466
Contact: Nick Keen
Product: shellfish

Glenrose (Fish Merchants) Ltd
West Dock St., Hull,
North Humberide. HU3 4HH
United Kingdom
Tel:(0482) 26808
Fax:(0482) 226 718
Tlx: 527266
Contact: P J Rose
Product: cod

C H Nye Limited
53 New Billingsgate Market
London E14
United Kingdom
Tel:(071) 515 7874
Fax:(071) 538 2413
Product: live lobster

C and A Seafood
Office 88
New Billingsgate Market
London E14, United Kingdom
Tel:(071) 515 9192
Contact: Mr C Seagrave
Product: live lobster

Shellfish Seafoods
Watling Street
nr Hinkley, Leicestershire
United Kingdom
Tel:(0455) 632481
Fax:(0455) 250861
Contact: Mr David Freeman
Product: live lobster

M & J Seafoods
33 Faraday Road
Rabans Lane, Aylesbury
Bucks. HP19 3RY
United Kingdom
Tel:(0296) 398942
Fax:(0296) 399583
Contact: Mr Chris Harris
Product: live lobster, cod

Colchester Oysters Fisheries
North Farm, East Mersea
Colchester
Essex CO5 8UN, United Kingdom
Tel:(0206) 384141
Fax:(0206) 383758
Contact: Mr R C Kerrison
Product: live lobster

Seastream Products
Neilldu, Trearddur Bay
Anglesey, United Kingdom
Tel: & Fax:0407 860312
Contact: Mr Neill
Product: live lobster

R. R. Spink and Sons
Seagate, Arbroath D11 1BJ
United Kingdom
Tel: 0241 72023
Fax: 0241 75663
Contact: Mr R Spink
Product: live lobster, lobster

Minch Group
393 Liverpool Road
Islington, London N1 1NB
United Kingdom
Tel: 071 700 5736
Fax: 071 700 5738
Contact: Mr F Doyle
Product: live lobster, lobster
products

Network Fisheries Ltd
West Quay, Newhaven
East Sussex BN9 9BT
United Kingdom
Tel: 0273 513884
Fax: 0273 517884
Contact: Mr P Ellis
Product: live lobster, lobster

New England Lobsters International
20 Smugglers Way, Wandsworth
London SW18 1EG, United Kingdom
Tel: 081 877 1175
Fax: 081 877 1118
Contact: Mr Fred Stroyan
Product: live lobster, lobster
products

Homarus Catering Supplies
Unit 2, St James's Mews
276 St James's Road
London SE1 5JX
United Kingdom
Tel:071 231 2220
Fax:071 231 3012
Contact: Mr Walder
Product: live lobster, lobster parts
and meat

Midfish
Ocean House
Wholesale Markets Precinct
Persnore Street, Birmingham B5 6UU
United Kingdom
Tel:021 622 5171
Fax:021 666 6943
Product: live lobster

Bahia Seafoods Ltd
10 Swan Units
Sowton Industrial Estate
Exeter EX2 7LL, United Kingdom
Tel: & Fax:0392 444391
Contact: Messrs R F/B J O'Kelly
Product: live lobster, lobster meat

The London Viviers Ltd
Forward Business Centre
North Crescent, Cody Road
London E16 4SR, United Kingdom
Tel:071 511 1225 or 473 6462
Fax:071 473 4582
Contact: Mr Tony Pye
Product: live lobster, eels, other products

Robinson Fisheries
29 Pine Grove, Wimbledon
London SW19 7HD
United Kingdom
Tel:(081) 947 8363
Fax:(081) 947 5582
Contact: Mr. S. Robinson
Product: fish, skate wings, dogfish

CANADIAN HIGH COMMISSION
Macdonald House,
One Grosvenor Square,
London W1X 0AB,
England
Tel:(011-44-71) 258-6600
Fax:(011-44-71) 258-6384
Contact: Miss Janet E. Farmer

Mardon McCoy
6-8 Fenton Street
Lancaster LA1 1TE
United Kingdom
Tel:(0524) 845-000
Fax:(0524) 845-111
Contact: Richard Woodfield
Product: skate wings, dogfish

Jaytee Seafood Ltd
Jaytee House, Anyards Road
Cobham, Sussex KT11 2LW
United Kingdom
Tel:(071) 987-3222
Fax:(071) 538-0126
Contact: Mr. Mark Thomas
Product: skate wings, dogfish, fish

Arctic Seafare Ltd
Murray Street, Fish Docks
Grimsby
South Humberside, United Kingdom
Tel:(0472) 344812
Fax:(0472) 351745
Contact: Mark Barford
Product: skate wings, dogfish, cod products, fish

Fame Foods
85 New Billingsgate Market
London E14, United Kingdom
Tel:(071) 515 0996
Fax:(071) 538 8467
Contact: Mr Edwards
Product: skate wings

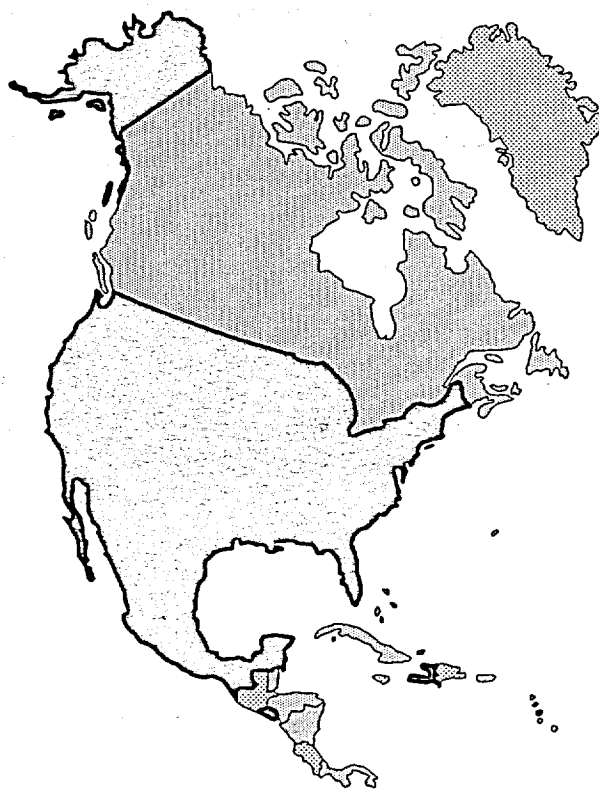
NorWest Seafoods Ltd
160 Lord Street, Southport,
Lancashire PR9 0AQ,
United Kingdom
Tel:(0704) 500 880
Fax:(0704) 501 313
Contact: Mr. David Welsh
Product: dogfish

Patrician Seafood
5 Sandmartins Way, Herons Wood
Kidderminster, Worcs.
United Kingdom
Tel:(0562) 515404
Fax:(0562) 515928
Contact: Mr R Robbins
Product: dogfish

R Coulbeck Ltd
North Key, Fish Dock, Grimsby
South Humberside
DN31 3SY, United Kingdom
Tel:(0472) 348-391
Fax:(0472) 240-023
Contact: C. Steel
Product: dogfish

Stanhope's
Office 11, New Billingsgate Market
Trafalgar Way, London E14
United Kingdom
(071) 987-3222
Fax:(071) 538-0126
Contact: Mr. John Bennewith
Product: dogfish

NORTH AMERICA



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BARBADOS/ANTIGUA

The majority of fresh/frozen fish and other seafood is traded intra-regionally within the CARICOM region. Such species include, snapper, shark, flying fish, king fish, etc.). Major extra-regional sources for fresh and frozen fish are Canada and the United States.

Species imported from extra-regional sources include, salmon, trout, tuna, bonito and smoked, dried and preserved seafood. Although Canada is the major supplier of dried cod and smoked herring it falls short to the United Kingdom when it comes to smoked salmon. Other extra-regional suppliers are Iceland, Norway, Chile, Thailand and Singapore.

Antigua Fisheries Limited
Market Square
St. John's, Antigua
Tel:(809) 462-0512
Contact: Mavis George
Product: fish, seafood

M.E.R. Bourne & Co. Limited
Peronne Commercial Centre
Worthing, Christ Church
Barbados
Tel:(809) 435-7843
Fax:(809) 435-7790
Contact: Michael Bourne, Director
Product: fish, seafood

Hotel Food Supplies (Barbados)
Walmer Lodge, Black Rock
St. Michael, Barbados
Tel:(809) 424-7489
Fax:(809) 429-2174
Contact: Larry Tatum
Product: fish, seafood

A.S. Bryden & Sons (B'dos) Limited
Victoria St. & Bolton Lane
Bridgetown, Barbados
Tel:(809) 436-4400
Fax:(809) 426-6045
Contact: Trevor Cox
Product: fish, seafood

R.L. Seale & Co. Limited
Eagle Hall
St. Michael, Barbados
Tel:(809) 426-0330
Fax:(809) 436-6003
Contact: Louis Moore, Director
Product: fish, seafood

Hanschell Inniss Limited
Fontabelle, St. Michael
Barbados
Tel:(809) 426-3544
Fax:(809) 427-6938
Contact: Carl Howard
Product: fish, seafood

Peter & Co. Limited
Box 84, Micoud Street
Castries, St. Lucia
Tel:(809) 452-2771
Fax:(809) 452-2774
Contact: Colin Quintyne, Director
Product: fish, seafood

CANADIAN HIGH COMMISSION
Bishop's Court Hill,
St. Michael, Barbados
P.O. Box 404,
Tel:(809) 429-3550
Fax:(809) 437-8474
Contact: Mr. Peter Hermant

COSTA RICA

Costa Rica, Panama, Nicaragua and Honduras have access to both the Atlantic and Pacific Ocean and have developed fishing industries, that even somewhat small in scale, seem to satisfy their domestic needs. Due to this there are limited commercial opportunities in these regions. Although given poor refrigerated shipping facilities it would appear that some opportunities do exist for canned seafood products. There are no seafood importers currently registered with the Costa Rican importers association.

CANADIAN EMBASSY
Cronos Building,
Calle 3 y Avenida Central,
San José,
Republic of Coasta Rica
Apartado Postal 10303-1000,
Tel:(011-506) 55-3522
Fax:(011-506) 23-0609
Contact: Mr. Manuel Ruiz

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CUBA

Canadian salted fish is primarily used in Cuba's mountainous and remoter areas where electricity and/or refrigeration is unavailable. Local consumption of fish products is rather low, as the Cuban population has never developed a taste for fish. The current onset of present economic difficulties may push the Cuban population to increase consumption of fish products (provided it is made available) to supplement the current diet, and to provide an alternative source of protein, as a substitute for reduced allocations of beef/poultry.

Cubans have a strong preference for wreckfish, red snapper and tuna, fresh or processed. CARIBEX is the state trading organization responsible for imports/exports of fish, fish preparations and seafood in Cuba, however, initial contact should be made with the CARIBEX office in Toronto.

CARIBEX SEAFOODS INC.
1090 Don Mills Road,
Suite #404,
Don Mills, Ontario M3C 3R6
Contact: Luis Fleites
Tel:(416) 444-0664
Fax:(416) 444-0026
Products: fish and seafood

CARIBEX SEAFOODS INC.
Barlovento,
Sante Fe,
Ciudad Havana,
Republic of Cuba
Contact: Pedro Suarez

CANADIAN EMBASSY
Calle 30 No.518,
Esquina, a7a Avenida,
Miramar, Havana,
Republic of Cuba
Tel:(011-53-7) 33-2516/7/27
Fax:(011-53-7) 33-2044
Send all mail to this address:
Commercial Division;
P.O. Box 500 (HVAN),
Ottawa, Ontario K1N 8T7

GUATEMALA/EL SALVADOR

Guatemala and El Salvador are not considered large markets or consumers of imported fish and seafood products. In Guatemala, between 1989 to 1992 the average yearly imports of fresh, frozen and canned fish amounted to only 59,000 kilograms. Likewise, the average for crustacean imports for the same years was 54,000 kilograms. The consumption values for the Salvadoran market are 40% less than the above figures.

Species most commonly imported are; squid and imitation crab meat or surimi, followed by smaller amounts of smoked and other types of salmon, trout, whiting, stone and snow crab. Whitefish is also imported in very small volumes. Most imports come from the United States with smaller volumes coming from Canada and various Nordic countries.

Deli-Fish

15 Ave. 8-26, Zona 13
Guatemala C.A.
Tel: (502-2) 692001
Contact: Juan Carlos Escobar,
Import Contact
Product: seafood

Codicasa

5A. Calle 1-10, Zona 13
Guatemala
Tel: (502-2) 726528
Fax: (502-2) 711263
Contact: Ing. Eddie Wahl
Product: seafood

Super Marinos, S.A. de C.V.

75 Ave. Norte, Local 1-2
Condominio Centro Escalon 1
San Salvador, El Salvador C.A.
Tel: (503) 84007-08
Fax: (503) 840465
Product: seafood

La Raclette

6A. Ave. 14-09, Zona 9
Guatemala C.A.
Tel: (502-2) 315002
Fax: (502-2) 342496
Contact: M. Del C. Rodas
Product: seafood

CANADIAN EMBASSY

13 Calle 8-44, Zona 10,
Edyma Plaza, 8th Floor
Guatemala City 01010
Republic of Guatemala, C.A.
P.O. Box 400
Tel:(011-502-2) 336102
Fax:(011-502-2) 336189
Contact: Mr. Hugo Cerezo

MEXICO

Mexico has a coastline of over 11,590 kilometres and almost 5 million hectares of inland waters under aquaculture development. Fishing activity takes place along the Pacific, Gulf and Caribbean coasts, placing Mexico in seventeenth place among the world's fishing nations. Mexico's geographic location gives it a vast potential in fishing resources, including hundreds of species and varieties which proliferate in its coastal and inland waters. Outstanding among these are sardine, tuna, tilapia, shrimp, oyster, clams, shark and dogfish, algae and kelp. Between 1985 and 1989, Mexican fisheries production increased by 21 per cent from 1,255,888 tonnes to 1,519,882 tonnes. Since that year fisheries production has been declining steadily, reaching 1,209,558 tonnes in 1993, or minus 20.4 per cent. The apparent national consumption of fisheries products rose from 1,266,572 tonnes in 1990 to 1,397,844 tonnes the following year, but dropped to 1,196,636 tonnes in 1993. Per capita consumption of fish is currently estimated at 13.9 kilos.

In 1993, Mexico recorded a favourable trade balance of almost \$326 million U.S. dollars in the fisheries sector. Total exports reached 124,902 tonnes consisting of abalone, shrimp, algae and kelp, tunids, spiny lobster and scale fish, valued at \$396 million U.S. dollars, against total imports of 87,243 tonnes (squid, codfish, fish meal, fish oils and fats) worth \$70 million U.S. dollars. Mexico is a seasonal market for salted dried fish (codfish, hake and pollock), which is consumed only during the year-end holiday season and lent. The market has been opening up for other products such as live and frozen lobster (*Homarus americanus*), canned kippered herring, canned salmon, frozen salmon and smoked salmon. Under the North American Free Trade Agreement, import duties on a variety of fisheries products of Canadian origin have been eliminated, giving Canadian exporters a decided advantage over competitors from other sources.

Sr. Enrique Chávez Peón
Director Administrativo
GRUPO INDUSTRIAL URBI, S.A.
Bahía de todos los Santos No. 21
Col. Anzures
11300 México, D. F.
Tel:(011-525) 260-54-20/260-51-05
Fax:(011-525)545-18-65
Products: seafood

Sr. Ing. Germán de la Vega
MAYAB EMPACADORA DEL CARIBE
Coruña No. 161
Col. Alamos
03400 México, D. F.
Tel:(011-525) 538-1361/530-4773
Fax:(011-525) 530-2342
Products: seafood

Sra. Jeanette Godoy
REPRESENTACIONES NANANDA
Czda. de los Leones 158
Edificio "C", Depto. 002
Col. Las Aguilas
01010 México, D. F.
Tel:(011-525) 595-7922/651-9369
Fax:(011-525) 683-5360
Products: seafood

Ing. Arturo Altamirano
Gerente de Ventas
COMEIMEX
Reynolds Aluminio
No. 39 39
Tlalnepantla, Edo. de México
Tel:(011-525) 362-05-24/361-52-93
Fax:(011-525) 361-5293
Products: seafood

Sr. Nicolás Vidal
Gerente General
BRISTER, S.A. DE C.V.
Heliópolis No.234
Col. Clavería Atzacapotzalco
México
02080 México, D. F.
Tel:(011-525) 341-7824/341-7884
Fax:(011-525) 396-7421
Products: seafood

Sr. Santiago Gómez Martínez
Gerente General
DISTRIBUIDORA COMERCIAL
SANTIAGO, S.A. DE C.V.
Blvd. Miguel de Cervantes Saavedra
394-9, Col. Irrigación
11500 México, D. F.
Tel:(011-525) 395-8055/395-95-94
Fax:(011-525) 395-9561
Products: seafood

Sr. Moisés Nankin
Gerente General
PESCADERIA SANITARIA, S.A./C.V.
Czda. de la Viga
No. 216 letra A
Col. Artes Graficas
15830 México, D. F.
Tel:(011-525) 740-88-01/740-99-26
Fax:(011-525) 740-8248
Products: seafood

Sr. Adolfo Castañeda
Gerente de Ventas
PARTICIPACIONES MARIANO
Rosas Moreno 32
Col. San Rafael
México
06470 México, D. F.
Tel:(011-525) 566-3544/566-3058
Fax:(011-525) 546-7015
Products: seafood

Ing. Luis Garcés Benito
Director de Compras
HERDEZ, S.A. DE C.V.
Czda. San Bartolo Naucalpan
No. 360, Col. Argentina
11230 México, D. F.
Tel:(011-525) 576-3100/358-3133
Fax: 576-0966
Products: seafood

Lic. María Carmen Abascal
Dirección General
MARISTMO, S.A. DE C.V.
Hamburgo No. 241, P.B.
Col. Juárez
06600 México, D. F.
Tel:(011-525) 208-6683/208-6641/208-6797
Fax:(011-525) 208-77
Products: seafood

Sr. Juan Carlos Abascal
Director General
INDUSTRIA AGRICOLA
CARREDAÑA, S.A. DE C.V.
Calle de la Cazuela No. 28
Central de Abastos
Col. Ejido El Moral
09050 México, D. F.
Tel:(011-525) 694-66-34/694-66-94
Tel:(011-525) 694-9154
Products: seafood

Sr. Humberto Fernández
Gerente Administrativo
INT. MARKETING DE MEXICO
Flores 39, 4to. piso
Col. Juárez
06600 México, D. F.
Tel:(011-525) 533-51-97
Fax:(011-525) 2-08-73-33
Products: seafood

Sr. Francisco Javier Lozano Magaña
LOZANO MIGOYA, S.A. DE C.V.
Reforma No. 76-902
Col. Juárez
06600 México, D. F.
Tel:(011-525) 535-5345
Fax: 566-0754
Products: seafood

Ing. Guillermo Manzo
Gerente de Compras
FORMEX YBARRA, S.A. DE C.V.
Poniente 146
No. #658
Col. Industrial Vallejo
15100 México, D.F.
Tel:(011-525) 587-1077/587-8073
Fax:(011-525) 368-1751
Products: seafood

SAINT HONORE GOURMET
Presidente Masaryk No. 341-A
Col. Polanco, 11569 México, D. F.
Tel:(011-525) 254-6507/254-7409
Fax:(011-525) 250-0637
Products: seafood

Sr. Salvador Castillo Torres
Director General
CASA CASTILLO
Mesones No. 167, Col. Centro
06090 México, D. F.
Tel:(011-525) 542-4070/4071/4072
Fax:(011-525) 542-4072
Products: seafood

Sr. Lic. Edgar Parra Manzana
Director General
UNIVERSO COMERCIAL PARRA
Calle Culiacán No. 112
Col. Condesa, 06760 México, D. F.
Tel:(011-525) 277-6685/ 272-1315
Fax:(011-525) 277-6645
Products: seafood

Sr. Eduardo Morales
Director General
SAT-COM, S. A. de C. V.
Mariano Escobedo No. 149
Col. Anáhuac
C.P. 11320, México, D. F.
Tel:(011-525) 203-1257/1460/1542
Fax:(011-525) 531-3028
Products: seafood

Sr. Benjamín Bielak R.
Gerente de Compras Abarrotes
CLUB AURRERA, S.A. DE C.V.
Av. Ejército Nacional No. 559
Col. Granada, 11520 México, D. F.
Tel:(011-525) 325-0915 Ext 7906
Fax:(011-525) 326-0955
Products: seafood

Sr. Adolfo Juárez Peña
Gerente General
ENCUENTRO, S.A. DE C.V.
Isabel La Católica No. 97, Centro
06080 México, D. F.
Tel:(011-525) 694-1828
Fax:(011-525) 694-3823
Products: seafood

Sr. Fernando Gómez Gómez
Director General
IMPORTACIONES COLOMBRES
Sericultura No. 19, Tacuba No. 60
Col. 20 de Noviembre
15340 México, D. F.
Tel:(011-525) 789-1890/1897/2063
Fax:(011-525) 795-2712
Products: seafood

Sr. César Lukini
Director División Nacional
GRUPO L.B. Y ASOC., S.A. DE C.V.
Calle #21
No. #14
Club de Golf México
14620 México, D. F.
Tel:(011-525) 573-3597
Fax: (011-525) 525-5185
Products: seafood

Sr. Enrique Niembro Fragoso
Director General
GRUPO ENNIPE, S. A. de C. V.
Av. Fuentes
No. #145
Col. Jardines del Pedregal
01900 México, D. F.
Tel:(011-525) 595-7640/595-3655
Fax:(011-525) 681-3383
Products: seafood

Sr. Raúl Arche Cano
Presidente
AHUMADOS NORUEGOS, S.A./C.V.
Av. Jesús del Monte
No. #262-A
Col. Jesus del Monte
C.P. 52764 Huixquilucan,
Edo. de México
Tel:(011-525) 812-3656/812-0625
Fax:(011-525) 813-1699
Products: seafood

Lic. Jaime Gallegos Fragoso
Gerente de Importaciones
COMERCIAL MEXICANA, S.A./C.V.
Czda. Chabacano No. 43
Col. Asturias
Tel:(011-525) 723-7524/723-7525
Fax:(011-525) 723-7595/723-7593
Products: seafood

Ing. Jorge Stamatio
Gerente General
STAMAR, S.A. DE C.V.
Castilla No. 12
Col. Alamos
03400 México, D. F.
Tel:(011-525) 538-1615/519-6218
Fax:(011-525) 530-7799
Products: seafood

Sr. César Fernández Coya
Director General
CESARFER, S.A. DE C.V.
Av. Gavilán No. 151,
Local 9 "A"
Col. Guadalupe del Moral
09300 México, D. F.
Tel:(011-525) 686-0541/686-1186
Fax:(011-525) 685-1748
Products: seafood

Sr. Jean-Yves Ferrer
Director General
MESONEROS DE MEXICO, S.A.
Campos Elíseos No. 218
11560 México, D. F.
Tel:(011-525) 281-3687/281-0249
Fax:(011-525) 280-5601
Products: seafood

Sr. Ing. Gustavo Leff Volcovinsky
Director de Ventas
JONA INTERNACIONAL, S.A./C.V.
Boulevard Toluca
No. 13 - 1 P.B.
53370 Naucalpan de Juárez, Edo. de
México
Tel:(011-525) 359-1144/358-7388
Fax:(011-525) 358-4514
Products: seafood

Sr. Eduardo Sucarrats Dañobeitia
Director Comercial
COMPAÑIA CONTINENTAL DE
COMERCIO, S.A.
San Ildefonso No. 37
Ejidos de Huipulco
C.P. 14380,
México, D. F.
Tel:(011-525) 671-0983/6354
Fax:(011-525) 673-3365
Products: seafood

Sr. Manuel García
Pescados y Mariscos Ochoa
Prol. Eje 6 - Sur
No. 560 A-12
México, D. F.
Tel: 6001-6395
Fax: 752-6026
Products: seafood

Sr. Benny Senderman K.
Gerencia de Ventad
PESCADERIA SANITARIA, S.A./C.V.
Czda. de la Viga
No. #216
Col. Artes Graficas
México
15830 México, D. F.
Tel:(011-525) 740-9676/740-9801
Fax:(011-525) 740-8248
Products: seafood

Sr. Jorge Landson D.
Subdirector General
CORPORATIVO KOSMOS
Tennyson 133
México
11560 México, D. F.
Tel:(011-525) 203-4420
Fax:(011-525) 254-0656
Products: seafood

Sr. Petr Alkhimovitch Bilenko
Vice presidente
COMERCIAL LANDSON'S, S.A./C.V.
Anatole France
No. #71-1
Col. Polanco,
11560 México, D. F.
Tel: 281-1343/282-0871
Fax: 281-3424
Products: seafood

L.C.P. Martha Imelda Urtusuástegui
EXPORTACIONES E
IMPORTACIONES BARRAZA
Blvd. Francisco I.
Madero No. 465-2
Culiacán, Sin.,
México
Tel:(011-52-67) 16-9323
Fax:(011-52-67) 16-9084
Products: seafood

Ing. Anthony Drexel G.
PESCALAMAR, S.A. DE C.V.
José Alvarado No. 1932
Frac. Jardín Español
64820 Monterrey, N.L., México
Tel:(011-83) 583-061/593-018
Fax:(011-83) 517-646
Products: seafood

Sr. Roberto de la Garza
Xoulin, Granja Piscícola
19 Poniente No. 1140
72000 Puebla, Puebla
México, D. F.
Tel:(011-22) 439-811
Fax:(011-22) 372-300
Products: seafood

Srita. Gabriela Sánchez Valencia
GAMA
Av. Thiers No. 251, 7o piso
Col. Nueva Anzures
11590 México, D. F.
Tel:(011-525) 250-4171
Fax:(011-525) 531-9279
Products: seafood

Ing. Alberto Lozano Alexanderson
Director General
ALEXANDERSON CONGELADOS
Oriente 170 No. 37, Col. Moctezuma,
2a Sección, 15500 México, D. F.
Tel: 784-35-33/784-6378
Fax: 785-0997
Products: seafood

Sr. Eduardo Oropeza Suárez
DISTRIBUIDORA AGOR, S.A./C.V.
Av. insurgentes Sur 1748 - 502
Col. Florida, México, D. F.
Tel: 663-06-27/663-26-75
Fax: 663-38-87
Products: seafood

Sr. Jorge Arouesty
Director General
AROUESTY INTERNATIONAL, S.A.
Pedro de Gante No. 3
Circuito Misioneros
53100 Satélite, Edo. de México
Tel/Fax: 572-2283
Products: seafood

Sr. Walter Ed. Tschudin A.
 ORGANIZACION DE MERCADOS
 INTERNACIONALES ORMI, S.A./C.V.
 Genova No. 20 D-103
 Col. Juárez, 06600 México, D. F.
 Tel: 208-4463/4408/1598
 Fax: 525-4015
 Products: seafood

Sr. Juan José Alvarez
 MERCANTIL CUAUTITLAN, S.A./C.V.
 Prolongación Venustiano Carranza
 No. #411
 54879 Cuautitlán, Edo. de México
 Tel: 872-2911/2352
 Fax: 872-4856
 Products: seafood

Sr. Alejandro Gutiérrez Pederzini
 DINAMICA MAYA, S.A. DE C.V.
 5 de Febrero No. 576
 Col. Alamos
 03400 México, D. F.
 Tel: 519-8014
 Fax: 519-6447
 Products: seafood

CANADIAN EMBASSY
 Calle Schiller No. 529
 Colonia Rincon del Bosque
 11580 Polanco,
 México D.F., México
 Apartado Postal 105-05
 Tel:(011-525) 724-7900
 Fax:(011-525) 724-7982
 Contact: Mr. J. Antonio Pahnke

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TRINIDAD & TOBAGO

Trinidad and Tobago has considerable potential for developing and harvesting its national marine resources located within its exclusive economic zone. Trinidad and Tobago is strategically located as a base for offshore fishing operations and has relatively good freezing and packing facilities for fish and shrimp products. The design of the necessary fisheries management plans will include the divestment of National Fisheries Company Limited for joint venture investment opportunities. Species commonly imported into the local market include: canned tuna, sardines, salmon, mackerel, smoked herring, dried and salted cod, hake, and pollock.

Persad's Wholesale & Retail Co. Ltd.
St. Julien's, Princes Town
Trinidad West Indies
Telefax: 809-655-5172
Product: Smoked Herring and Salted Cod

Matco Limited
Port of Spain
Trinidad West Indies
Tel: 809-638-3391
Fax: 809-674-1911
Product: Salted Cod

Gopie Samlal Limited.
San Juan
Trinidad West Indies
Tel: 809-638-5440
Fax: 809-674-4160
Product: Smoked Herring, Salted Fish

Trinidad Import and Export Co. Ltd.
1 Abercromby Street, Port of Spain
Trinidad West Indies
Tel: 809-625-3710
Fax: 809-625-4778
Product: Canned Sardines, Salmon, Tuna

Glen Ramkissoon
Importers/Wholesalers
76 Boundary Road,
San Juan
Trinidad West Indies
Telefax: 809-674-9891
Product: Smoked Herring Bloaters

Romike Limited
San Juan
Trinidad West Indies
Tel: 809-674-4710
Fax: 809-638-2649
Product: Canned Tuna, Smoked Herring, Salted Cod

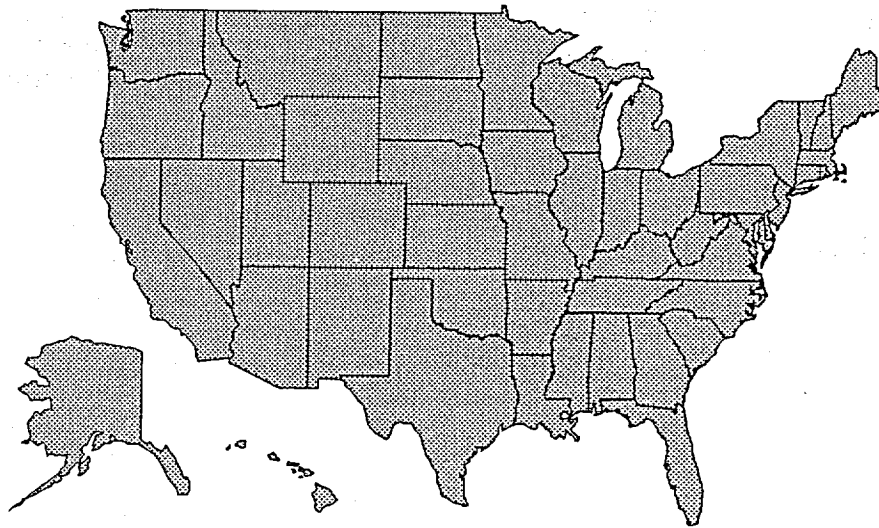
K.N.S. Enterprises Trinidad Limited
Charlottesville, Chaguanas
Trinidad West Indies
Telefax: 809-665-0487
Product: Salted Cod, Hake, Smoked Herring

Aakanson Trading Company
Cunupia
Trinidad, West Indies
Telefax: 809-665-3079
Product: Smoked Herring, Salted Cod

CANADIAN HIGH COMMISSION

Huggins Building,
72 South Quay,
Port-of-Spain,
Republic of Trinidad and Tobago
P.O. Box 1246,
Tel:(809) 623-7254
Fax:(809) 624-6440/4016
Contact: Mr. Ramesh Tiwari

UNITED STATES OF AMERICA



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WORL

ATLANTA, GEORGIA

The Consulate General in Atlanta covers the states of North Carolina, South Carolina, Tennessee, Mississippi, Alabama, Georgia, Florida, Puerto Rico and the U.S. Virgin Islands. This population base of over 43 million people is augmented by a lively tourism industry. Products in demand include; cod, the perennial favourite, is seen as fluctuating too much in price to be a good seller, but the seafood houses buy anyway for white tablecloth customers. Pollock is being used in the fast food industry while ocean perch is seen in both retail and foodservices. Swordfish is being imported from Nova Scotia. Flat fish, turbot, halibut and scallops are selling very well, particularly in the highly populated metro areas such as Atlanta, Orlando etc. Canadian salmon (in head-to-head competition with Chilean salmon), also has a good market, particularly in the larger sizes. Lobster is doing well in up-turning economy, while opilio (particularly brights) has what appears to be a bottomless market.

AJC International, Inc.

5188 Roswell Road
Atlanta, Georgia
Tel:(404) 252-6750
Fax:(404) 252-9340
Contact: Mr. Michael Wisniewski
Product: seafood

American Seafood Company Inc.

3906 Macon Rd
Memphis, Tennessee
Tel:(901) 454-9771
Fax:(901) 454-7823
Contact: Mr. Tom Cassidy
Product: seafood

Atlanta Provision Co.

1400 Marietta St. NW
Atlanta, Georgia
Tel:(404) 799-0099
Fax:(404) 792-9397
Contact: Mr. George Carter
Product: seafood

Bama Fish

3113 Main St.
East Point, Georgia
Tel:(404) 765-9876
Fax:(404) 765-9874
Contact: Mr. Doug Brinsmade
Product: seafood

Beaver Street Fisheries, Inc.

P.O. Box 41430
Jacksonville, Florida
Tel:(904) 354-5661
Fax:(904) 358-3258
Contact: Mr. Abe Bielski
Product: seafood

Bishop-Epicure Food Company

256 Peters Street, S.W.
Atlanta, Georgia
Tel:(404) 441-2227
Fax:(404) 441-3739
Contact: Mr. Larry Bosarge
Product: seafood

Bon Secour Fisheries, Inc.

P.O. Box 60
Bon Secour, Alabama
Tel:(205) 949-7411
Fax:(205) 949-6478
Contact: Mr. Robert Sawyer
Product: seafood

Buckhead Beef Co., Inc.

2194-A Marietta Blvd.
Atlanta, Georgia
Tel:(404) 355-4400
Fax:(404) 355-4541
Contact: Mr. Kirk Halpern
Product: seafood

ComSource Inc.

280 Interstate North Pkwy. (EXT.593)
Atlanta, Georgia
Tel:(404) 952-0871
Fax:(404) 850-1305
Contact: Mr. Charles L. McCrary
Product: seafood

F.A.B. Inc.

6400 Atlantic Blvd.
Norcross, Georgia
Tel:(404) 449-1333
Fax:(404) 447-6856
Contact: Mr. Steve Jacobson
Product: seafood

Inland Seafood Corporation

1222 Menlo Drive
Atlanta, Georgia
Tel:(404) 350-5850
Fax:(404) 350-5855
Contact: Mr. Bill Demmond
Product: seafood

Lombardi's Seafood Inc.

7491 Brokerage Dr.
Orlando, Florida
Tel:(407) 859-1015
Fax:(407) 240-2562
Contact: Mr. Tony Lombardi
Product: seafood

Poseidon Enterprises Inc.

2224 Graham Park
Charlotte, North Carolina
Tel:(704) 588-8700
Fax:(704) 588-8706
Contact: Mr. John Tortorici
Product: seafood

Robert Orr/Sysco Food Services Co.

PO Box 305138
Nashville, Tennessee
Tel:(615) 350-7100
Fax:(615) 350-7146
Contact: Mr. Tony Moran
Product: seafood

Shore Trading Co., Inc.

145 Norcross St.
Roswell, Georgia
Tel:(404) 998-0566
Fax:(404) 998-6571
Contact: Mr. Marty Klausner
Product: seafood

Sysco Food Services (S.E. Inc.)
555 N.E. 185 St.
Miami, Florida
Tel:(305) 651-5421
Fax:(305) 653-2095
Contact: Mr. Norman Andrews
Product: seafood

Marthasville Trading Co.
PO Box 567
Alpharetta, Georgia 30239
Tel:(404) 664-3663
Fax:(404) 722-9050
Contact: Mr. Sam Parque
Product: seafood

CANADIAN CONSULATE GENERAL

Suite 400 South Tower
One CNN Center,
Atlanta,
Georgia 30303-2705
United States of America
Tel:(404) 577-6810/1512
Fax:(404) 524-5046
Contact: Mr. Rafael (Ray) A. Munoz

BOSTON, MASSACHUSETTS

New England is the best U.S. market for Canadian seafood producers, considering that fish exports from all of Canada to all of the United States are \$1.4 billion and fish exports from all of Canada to New England are \$1 billion, (i.e. 72% of Canadian exports to the U.S. goes to New England). The National Fisheries Institute (U.S. seafood trade association) predicts that the fish consumption will reach 20 lbs per capita by year 2000, therefore increasing the market by another 1 billion lbs.

The fishery sector in Canada will continue to fight to keep and improve its marketshare. With quotas being reduced to rebuild stock, the Canadian producers must look to areas that will improve profits with the same or less fish available. The only way to accomplish this is by increasing the value of the product by cooking, breading or making the product easier to serve. If the Canadian industry continues to increase awareness of underutilized species, the Government of Canada can further assist the small-to-medium producers to increase profits and keep their production staff working.

AGNAR SEAFOOD INC.
340 Marlborough Street
Boston, Massachusetts 02115
Contact: Keld Agnar
Tel:(617) 424-1808
Fax:(617) 424-1809
Product: fish, frozen

AQUANOR MARKETING INC.
68 Fargo Street
Boston, Massachusetts 02210
Contact: Marion Kaiser
Tel:(617) 439-3500
Fax:(617) 439-3121
Product: fish, shrimp

ATLANTIC COAST FISHERIES CORP
33 Cape Street
New Bedford, Massachusetts 02740
Contact: Joseph Bekoff
Tel:(508) 993-1773
Fax:(508) 426-4126
Product: fish, shrimp, molluscs,
breaded, prepared

ATLANTIC CROSSINGS INC.
206 Dedham Street
Norfolk, Massachusetts 02056
Contact: Vin Sbrano
Tel:(508) 384-7785
Product: seafood distributor

ATLANTIC GEM SEAFOODS INC.
P.O. Box 3045
New Bedford, Massachusetts 02741
Contact: Thomas Reilly
Tel:(508) 999-5861
Fax:(508) 999-5668
Product: fish, lobster, scallops

ATLANTIC SEACOVE INC.
402 C Street
Boston, Massachusetts 02210
Contact: John P. Wojtasinski
Tel:(617) 357-9229
Fax:(617) 482-7733
Product: swordfish, tuna, shark

BAY SHORE GROUP LTD.
P.O. Box 1140
Hudson, New Hampshire 03051-1140
Contact: Michael F. Langley
Tel:1-800-544-1017
Fax:(603) 881-5666
Product: fish, crab, prepared

BAY STATE LOBSTER CO.INC.
379-395 Commercial Street
Boston, Massachusetts 02109
Contact: Richard Faro
Tel:(617) 523-4588
Product: seafood distributor

BFS CORPORATION
11 South Main Street
Natick, Massachusetts 01760
Contact: G.K. Winchenbach
Tel:(508) 655-9500
Fax:(508) 653-2319
Product: fish meal, fish oil

CHANNEL FISH PROCESSING CO.
69 Shirley Street
Boston, Massachusetts 02119
Contact: Roy Zaffiro
Tel:(617) 445-9070
Fax:(617) 445-7304
Product: fish, scallops, breaded,
prepared

CROCKER & WINSOR SEAFOODS
145 Northern Avenue
Boston, Massachusetts 02210
Contact: S.H. Bloom
Tel:(617) 462-6646
Fax:(617) 482-7471
Product: fish, shrimp, crab, lobster,
molluscs, breaded, prepared

DEBORST SEAFOODS INC.
35 Perwal Street
Westwood, Massachusetts 02090
Contact: David F. Colby
Tel:(617) 329-8160
Fax:(617) 329-6715
Product: fish, shrimp, crab, lobster

DEMOULOS SUPERMARKETS
875 East Street
Tewksbury, Massachusetts 01876
Contact: Ron Carigan
Tel:(508) 851-7381
Product: seafood distributor

DI MARE SEAFOODS COMPANY
585 North Shore Road
Revere, Massachusetts 02151
Contact: Paul J. DiMare
Tel:(617) 289-7687
Fax:(617) 289-8344
Product: oysters, clams, mussels

DOLE & BAILEY INC.
24 Fish Pier
Boston, Massachusetts 02210
Contact: Susan Adelson
Tel:(617) 935-1234
Fax:(617) 348-2847
Product: seafood distributor

EAST COAST SEAFOOD INC.

175 Alley Street
P.O. Box 790
Lynn, Massachusetts 01903
Contact: Spiros Tourkakis
Tel:(617) 593-1737
Fax:(617) 599-2670
Product: fish, lobster

FOLEY (M.F.) FISH CO.

24 W. Howell Street
Dorchester, Massachusetts 02125
Contact: Frank Foley
Tel:(617) 288-1300
Product: seafood distributor

FORTUNE SEAS LIMITED

65 Eastern Avenue
P.O. Box 688
Essex, Massachusetts 01929
Contact: Leslie D. McEachern
Tel:(508) 281-6666
Fax:(508) 768-3474
Product: fish, shrimp, crab, lobster,
oysters, clams, mussels, scallops,
breaded, prepared

FRESH WATER FISH COMPANY

145 Northern Avenue
Boston, Massachusetts 02210
Contact: Anthony Klos
Tel:(617) 227-4232
Fax:(617) 426-8766
Product: fish, fresh, frozen

FRIONOR U.S.A. INC.

P.O. Box 2087
40 Hennen Melville Blvd.
New Bedford, Massachusetts 02741
Contact: Humberto Rego
Tel:(508) 997-0031
Fax:(508) 997-5820
Product: fish, shrimp, prepared

G.F. HIGGINS INC.

825 Washington Street
Pembroke, Massachusetts 02359
Contact: Dan LaFleur
Tel:(617) 826-6858
Fax:(617) 826-4161
Product: fish, shrimp, crab, lobster,
oysters, clams, mussels, surimi,
breaded, prepared

G.P. HALE FISH CO.

145 Northern Avenue
Boston, Massachusetts 02210
Contact: Wayne Hale
Tel:(617) 423-7185
Product: seafood distributor

GEORGE BURKE SEAFOOD SALES

20 Oak Street
Beverly Farms, Massachusetts 01915
Contact: George H. Burke
Tel:(508) 927-7424
Fax:(508) 927-7553
Product: fish, shrimp, crab, lobster

GORTON'S SEAFOODS

88 Rogers Street
Gloucester, Massachusetts 01930
Contact: Matthew Weber
Tel:(508) 283-3000
Fax:(508) 281-7308
Product: fish, shrimp, molluscs

GRAFFAM BROS.

18 Central Street
Rockport, Maine 04856
Contact: James H. Graffam
Tel:(207) 236-8391
Fax:(207) 236-2569
Product: fresh lobster

IPSWICH SHELLFISH CO.INC.

14 Hayward Street
Ipswich, Massachusetts 01938
Contact: Peter Maistrellis
Tel:(508) 356-4371
Product: seafood distributor

JANA BRANDS

17 Mercer Road
Natick, Massachusetts 01760
Contact: Alan Lipocky
Tel:(508) 620-0001
Fax:(508) 651-3001
Product: crab, lobster, surimi

JOHN NAGLE COMPANY

306 Northern Avenue
Boston, Massachusetts 02210
Contact: Russell J. Nagle
Tel:(617) 542-9416
Fax:(617) 423-7461
Product: lobster, molluscs, scallops

JORDAN'S MEAT INC.

38 India Street
Portland, Maine 04104
Contact: Richard Giles
Tel:(207) 772-5411
Product: seafood distributor

LEBOEUF & ASSOCIATES INC.

368 Hillside Avenue
Needham Heights,
Massachusetts 02194
Contact: Normand M. Le Boeuf
Tel:(617) 444-5666
Fax:(617) 449-7658
Product: fish, shrimp, crab, lobster,
breaded, prepared, surimi, scallops,
squid, oysters, clams, mussels

LEGAL SEAFOODS INC.

33 Everett Street
Allston, Massachusetts 02134
Contact: Roger Berkowitz
Tel:(617) 783-8084
Product: seafood distributor

**MALONEY SEAFOOD
CORPORATION**

235 Northern Avenue
Boston,
Massachusetts 02210
Contact: Thomas M. Maloney Jr.
Tel:(617) 426-5400
Fax:(617) 338-6024
Product: fish, crab, lobster

MAR-LEES SEAFOOD INC.

110 Herman Melville Blvd.
P.O. Box 1904
New Bedford,
Massachusetts 02740
Contact: John A. Lees
Tel:(508) 991-6026
Fax:(508) 990-3466
Product: fish, fresh, frozen

MARTIN INT'L CORPORATION

P.O. Box 987
Brookline, Massachusetts 02146
Contact: Lorri Murray
Tel:(617) 731-1717
Fax:(617) 731-4257
Product: fish, fresh, frozen, smoked,
cured

MAYFLOWER INTERNATIONAL LTD.

65 Middle Street
P.O. Box 1770
Gloucester, Massachusetts 01930
Contact: William C. Quinby
Tel:(508) 281-2320
Fax:(508) 281-6958
Product: fish, shrimp, lobster,
oysters, clams, mussels

MERIDIAN PRODUCTS INC.

39 Foster Street
New Bedford, Massachusetts 02740
Contact: Tom Halstead
Tel:(508) 990-1011
Fax:(508) 990-1088
Product: fish, shrimp, crab, lobster

NATIONAL FISH & SEAFOOD INC.

129 Commercial Street
Malden,
Massachusetts 02148
Contact: Jack A. Ventola
Tel:(617) 397-8774
Fax:(617) 321-4323
Product: fish, shrimp, crab, lobster,
molluscs, breaded, prepared

NEW BOSTON SEAFOODS

2 Food Mart Road
Boston,
Massachusetts 02188
Contact: Al Chiacchio
Tel:(617) 770-8021
Product: seafood distributor

NEW ENGLAND SHRIMP CO. INC.

1 New England Way
Ayer, Massachusetts 01432
Contact: Samuel Giso
Tel:(508) 772-7700
Fax:(508) 772-0337
Product: frozen shrimp

NORDIC GROUP INC.

303 Congress Street
Boston,
Massachusetts 02210
Contact: Terje Korsnes
Tel:(617) 951-2992
Fax:(617) 951-0110
Product: frozen fish, frozen shrimp,
smoked fish

NORTH ATLANTIC FISH CO.

66 Commercial Street
Gloucester,
Massachusetts 01930
Contact: Frank Cefalo
Tel:(508) 283-4121
Fax:(508) 283-5948
Product: fish, shrimp, breaded,
prepared

NORTH COAST SEAFOODS

12-14 Fargo Street
Boston,
Massachusetts 02210
Contact: Norman Stavis
Tel:(617) 523-0685
Fax:(617) 345-4415
Product: fresh, frozen, smoked,
canned

NORTHERN OCEAN RESOURCES

89 Front Street Peer
P.O. Box 968
Marblehead,
Massachusetts 01945
Contact: James LeBoeuf Jr.
Tel:(617) 631-9595
Fax:(617) 631-2336
Product: fish, shrimp, crab, lobster,
oysters, clams, oysters, surimi,
breaded, prepared

OAK ISLAND FISHERIES INC.

P.O. Box 907
130 Tillson Avenue
Rockland,
Maine 04841
Contact: Asger Jorgensen
Tel:(207) 596-7102
Fax:(207) 596-7105
Product: fresh fish, fresh shrimp

OCEAN FRESH SEAFOOD INC.

473 E. Washington Street
North Attleboro,
Massachusetts 02760-2310
Contact: Robert G. Coutu
Tel:(508) 695-7067
Fax:(508) 699-6970
Product: fresh/frozen fish, shrimp,
crab, lobster, oysters, scallops,
clams, mussels, surimi, breaded,
prepared products

OCEANS UNLIMITED SEAFOODS

P.O. Box 249
861 Lafayette Road
Hampton,
New Hampshire 03842
Contact: Edmund J. Monette
Tel:(603) 926-8515
Fax:(603) 926-2203
Product: fish, shrimp, crab, lobster,
scallops, breaded, prepared

OCEAN VENTURE INC.

149 Maple Street
Danvers, Massachusetts 01923
Contact: Norm Desrochers
Tel:(508) 774-9390
Product: seafood distributor

**O'DONNELL-USEN FISHERIES
CORPORATION**

255 Northern Avenue
Boston, Massachusetts 02210
Contact: Jeffrey Payne
Tel:(617) 542-2700
Fax:(617) 482-3527
Product: seafood distributor

OMEGA SEA INC.

138 Spring Street
Newport,
Rhode Island 02640
Contact: Peter Moahrke
Tel:(401) 846-0066
Fax:(401) 846-6170
Product: fish, shrimp, molluscs

RAINBOW SEAFOODS INC.

159 East Main Street
P.O. Box 198,
Gloucester, Massachusetts 01930
Contact: Frank T. Powell
Tel:(508) 263-5103
Fax:(508) 283-3721
Product: fish, shrimp, crab, lobster,
molluscs, breaded, prepared

RITE FOODS INC.

500 E. Street
Boston, Massachusetts 02210
Contact: Bruce J. Rubin
Tel:(617) 426-1144
Fax:(617) 426-6741
Product: fish, smoked, cured

- ROYAL GREENLAND U.S.**
P.O. Box 1342
Gloucester, Massachusetts 01930
Contact: Lawrence E. O'Toole
Tel:(508) 283-0497
Fax:(508) 283-8554
Product: fish, shrimp, lobster
- SCAN FOODS INC.**
66 Adams Street
P.O. Box 1292
Westborough, Massachusetts 01581
Contact: Heige Helland
Tel:(508) 366-9095
Fax:(508) 366-9097
Product: frozen fish
- SEA-TREK ENTERPRISES INC.**
45 Water Street
P.O. Box 59
East Greenwich, Rhode Island 02818
Contact: Peter C. Coop
Tel:(401) 884-3814
Fax:(401) 884-5443
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared
- SEABIRD FISHERIES CORP.**
P.O. Box 908
Essex, Massachusetts 01929
Contact: Robert R. McPhail
Tel:(508) 768-6360
Fax:(508) 768-3601
Product: fish, crab, molluscs
- SEAFOOD RESOURCES LTD.**
400 Massasolt Avenue
Suite #103
East Providence, Rhode Island 02914
Contact: Michael J. Burke Jr.
Tel:(401) 435-4500
Fax:(401) 435-4525
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared
- SEAMARK CORPORATION**
63 Main Street
Gloucester, Massachusetts 01930
Contact: Sidney H. Cohen
Tel:(508) 281-6490
Fax:(508) 283-6735
Product: fish, shrimp, crab, lobster
- SEAWISE INC.**
4 Greenleaf Woods Drive
Suite #301
Portsmouth,
New Hampshire 03801
Contact: Michael G. Smith
Tel:(603) 433-2703
Fax:(603) 433-6677
Product: frozen fish, breaded
- SHORESIDE INC.**
130 Tower Hill Road
P.O. Box 381
North Kingstown,
Rhode Island 02852
Contact: Russell Haft
Tel:(401) 294-6650
Fax:(401) 294-6729
Product: fish, shrimp, crab, lobster, molluscs
- SLADE GORTON & CO. INC.**
295 A Street
Boston, Massachusetts 02210
Contact: Jack Stanton
Tel:(617) 357-5800
Fax:(617) 426-7238
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared, surimi, scallops, squid
- SOUTH STREAM SEAFOODS INC.**
376 Main Street
P.O. Box 1637
East Greenwich,
Rhode Island 02818
Contact: Mark A. Soderstrom
Tel:(401) 885-6550
Fax:(401) 685-6554
Product: fish, crab, lobster, scallops, breaded, prepared
- STAVIS SEAFOODS INC.**
7 Channel Street
Boston,
Massachusetts 02210
Contact: Mary Stavis
Tel:(617) 482-6349
Fax:(617) 482-1340
Product: cuttlefish, fish, shrimp, crab, lobster, surimi, breaded, prepared, oysters, clams, mussels, scallops, squid
- STEVE CONNOLLY SEAFOOD CO.**
10 Newmarket Square
Boston, Massachusetts 02118
Contact: John J. Curley
Tel:(617) 427-7700
Fax:(617) 427-7697
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared
- SUPREME SEA PRODUCTS**
111 Foster Street
Tannery Gardens
Peabody, Massachusetts 01960
Contact: Alfred R. Catizone
Tel:(508) 532-0850
Fax:(508) 532-3474
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared
- THE CANADIAN SCALLOP CORP.**
P.O. Box 816
925 Main Street
East Greenwich, Rhode Island 02818
Contact: Peter O. Marlon
Tel:(401) 738-6500
Fax:(401) 684-0520
Product: fish, shrimp, crab, lobster, breaded, prepared
- THE HADLEY GROUP LTD.**
Oliver & Main Streets, P.O. Box 206
North Easton, Massachusetts 02356
Contact: Ronald E. Hadley
Tel:(508) 238-6515
Fax:(508) 238-7963
Product: fish, shrimp, crab, lobster, oysters, clams, mussels, breaded, prepared
- TURNER FISHERIES INC.**
1 Fish Pier
Boston, Massachusetts 02210
Contact: John Turner
Tel:(617) 426-6530
Product: seafood distributor
- U.S. FRESH CORPORATION**
62 Hassey Street
New Bedford, Massachusetts 02740
Contact: Craig Weatherley
Tel:(508) 991-5700
Fax:(508) 991-5556
Product: fresh, frozen

UNIVERSAL FISH OF BOSTON

500 West Cummings Park
Suite #4050
Weburn, Massachusetts 01801
Contact: Thomas A Katz
Tel:(617) 938-1111
Fax:(617) 932-3386
Product: fish, shrimp, crab, lobster,
molluscs, breaded, prepared

VIKING SEAFOODS INC.

P.O. Box 159
50 Crystal Street
Malden, Massachusetts 02148
Contact: Charles Gulino
Tel:(617) 321-6050
Fax:(617) 397-0527
Product: seafood distributor

WEST BAY IMPORTS LTD.

925 Main Street
East Greenwich,
Rhode Island 02818
Contact: Russ Haft
Tel:(401) 738-6500
Product: seafood distributor

WHARF SEAFOODS INC.

P.O. Box 9626
15 Alfred Street
Warwick,
Rhode Island 02889
Contact: S.R. Babigian
Tel:(401) 732-4303
Fax:(401) 738-3558
Product: fish, shrimp, crab, lobster,
molluscs, breaded, prepared

WORLDWIDE SEAFOODS INC.

7 Conway Street
New Bedford, Massachusetts 02740
Contact: Dennis V. Saluti
Tel:(508) 979-1210
Fax:(508) 979-1211
Product: fish, scallops, squid

CANADIAN CONSULATE GENERAL

Three Copley Place
Suite #400
Boston, Massachusetts 02116
United States of America
Tel:(617) 262-3760
Fax:(617) 262-3415
Contact: Mr. Jack McManus

BUFFALO, NEW YORK

The post territory consists of 39 counties in Western, Central and Upstate New York, West Virginia, and Western Pennsylvania, with a total population of close to 5 million. The following list highlights some of the seafood buyers and fish distributors for major food chains in upstate New York.

Wegman's Food Pharmacy
1500 Brooks Avenue
Rochester, New York 14692
Tel: 716-328-2550
Fax: 716-328-9002
Contact: Jim Kilman, Fresh/Frozen
Products: Haddock, Lobster, Scrod

Quality Markets Inc.
P.O. Box 130
Jamestown, New York 14701
Tel: 716-664-6010
Fax: 716-484-6324
Contact: Doug Gilbert, 716-484-6323
Products: Salt-water Fish

Pittsford Fish Market
3400 Monro Avenue
Pittsford, New York 14618
Tel: 716-381-8190
Fax: 716-381-4231
Contact: Nick Vasalos
Products: Haddock

The Lobster Trap
871 Fairport Road East
Rochester, New York 14445
Tel: 716-586-9980
Fax: 716-586-4980
Contact: Steve Jacobs
Products: Fresh Lobster

Clark's Poultry and Seafood Market
223 Lake Street
Hamburg, New York 14075
Tel: 716-649-4599
Products: Haddock, Scrod

CANADIAN CONSULATE
One Marine Midland Centre
Suite 3000, Buffalo
New York 14203-2884, U.S.A.
Tel: (716) 852-1247
Fax: (716) 852-1247
Contact: Ms. Marcia M. Grove

Baltimore Fish & Oyster Co.
792 Genesee Street
Buffalo, New York 14211
Tel: 716-896-6900
Fax: 716-896-6508
Products: Cod, Ocean Perch

Schnieders Fish & Seafood Co.
451 Elmwood Avenue
Buffalo, New York 14222
Tel: 716-885-1460
Fax: 716-885-1465
Products: Fresh Haddock, Cod

X-SEA-LNT International Corp.
6265 Sheridan Drive
Williamsville, New York 14221
Tel: 716-632-3633
Fax: 716-632-3632
Contact: Mark Kotok
Products: Haddock, Scallops, Crab

Palmer Food Services
900 Jefferson Road
Rochester, New York 14623
Tel: 716-424-3210
Fax: 716-424-2954
Contact: Kip Palmer, Ray Macavay
Products: Haddock, Sole, Scallops

Hayes Fish Co. Inc.
3985 Harlem Road
Snyder, New York 14226
Tel: 716-839-3354
Fax: 716-839-3356
Contact: Robert Jarus
Products: Clams, Mussels, Halibut

Southtowns Seafood
65 Mid County Drive
Orchard Park, New York 14127
Tel: 716-662-4413
Fax: 716-662-0624
Contact: Dave Norton
Products: Haddock, Cod, Halibut

John G. Trautwein Fish Co. Inc.
251 Grider Street
Buffalo, New York 14215
Tel: 716-893-4493
Fax: 716-894-7325
Contact: Ron Adler
Products: Haddock

King Fish Market
783 Plymouth Avenue
Rochester, New York 14609
Tel: 716-235-1900
Contact: June Kanh
Products: Freshwater Fish, Shellfish

Polge Seafood Distributing Inc.
116 Lynch Street
Syracuse, New York 13210
Tel: 315-422-3474
Fax: 315-479-8550
Contact: Tim Polge
Products: Lobster, Fish, Shellfish

Montondo's Seafood Inc.
201 E. Avenue
Lockport, New York 14094
Tel: 716-434-2818/1-800-724-0312
Fax: 716-434-2922
Contact: Mr. Tim Ennis
Products: Haddock, Pollack, Perch

RMA Distributing
9378 Boston State Road
Boston, New York
Tel: 716-941-5768
Fax: 716-941-5768
Contact: Henry Andrzejewski
Products: Shrimp, Lobster, Crab

C. Bronner Company
6342 Lake Shore Road
Cicero, New York 14025
Tel: 315-699-5993
Fax: 315-699-5901
Products: Bullheads

CHICAGO, ILLINOIS

Chicago, the distribution hub to the Midwestern U.S. with a population base of seven million, should be viewed as a viable and integral part of marketing, promoting, and selling Canadian fish products. O'Hare International, the world's largest airport, can readily facilitate, expedite and ensure freshness of perishable product shipments, not only to Chicago, but other parts of the world.

Of great importance is the impressive hospitality industry resulting from Chicago as a destination for business travellers (3.2 million in 1993). Chicago is host to over 27,000 corporate meetings, trade shows, and conventions, contributing in excess of \$2 billion per year to the city's economy.

The scope of the hospitality-foodservice industry becomes important when leisure travellers (11.9 million in 1993) are included in the overall statistics. In recent years, Chicago has also seen great strides by retailers to actively market and promote fish and seafood products.

In addition to offering substantial marketing opportunities, Chicago is positioned well for offering great promotional venues. Two extremely important international food shows take place in Chicago annually. Held back to back in the month of May, are the Food Marketing Institute Show (FMI) and the National Restaurant Show (NRA), both of which enjoy the status of being the biggest and best in their respected industries.

SUPREME LOBSTER & SEAFOOD COMPANY

220 E. North Avenue
Villa Park,
Illinois 60181
Contact: Anthony J. Bianco
Tel:(708) 832-6700
Fax:(708) 832-6688
Product: fresh, frozen, smoked, fish, shrimp, crab, lobster, molluscs, breaded, prepared

THE SEAFOOD MERCHANTS

900 Forest Edge Drive
Vernon Hills,
Illinois 60061
Contact: Roy A. Axelson
Tel:(708) 634-0900
Fax:(708) 634-1351
Product: fresh, frozen, canned, smoked, fish, shrimp, lobster, crab, molluscs, surimi, breaded, prepared

CHICAGO FISH HOUSE

1250 West Division
Chicago,
Illinois 60622
Contact: Jack Mitsakopoulos
Tel:(312) 227-7000
Fax:(312) 227-0451
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

SLADE GORTON CO. INC.

735 West Lake Street
Chicago, Illinois 60606
Contact: Norbert J. Thoms
Tel:(312) 782-4222
Fax:(312) 782-4267
Product: frozen, cured, fish, shrimp, crab, lobster, molluscs, breaded, prepared products

MILFICO FOODS INC.

97 West South Water Market
Chicago,
Illinois 60608
Contact: Ira Gitlin
Tel:(312) 226-1840
Fax:(312) 226-2409
Product: fresh, fish, shrimp, crab, lobster, oysters, clams, mussels, breaded, prepared, surimi seafood, fish meal, fish oil

MORLEY SALES COMPANY

809 West Madison Street
Room #507
Chicago,
Illinois 60607
Contact: Robert G. Slavik
Tel:(312) 829-1125
Fax:(312) 829-3680
Product: frozen, fresh, fish, shrimp, crab, lobster, surimi seafood

RYMER INTERNATIONAL SEAFOODS

300 West Washington
Suite #1505
Chicago,
Illinois 60606
Contact: Mark A. Ballin
Tel:(312) 236-3266
Fax:(312) 236-4169
Product: frozen, fish, shrimp, crab, lobster, molluscs

OCEAN FOODS COMPANY

2120 South Canal Street
Chicago,
Illinois 60616
Contact: Robert T. Fagan
Tel:(312) 226-5213
Fax:(312) 225-5603
Product: frozen, fish, shrimp, crab, lobster, molluscs, breaded, prepared, surimi seafood

VITA FOOD PRODUCTS

2222 West Lake Street
Chicago,
Illinois 60612
Contact: Stephen D. Rubin
Tel:(312) 738-4500
Fax:(312) 738-3215
Product: fish, fresh, frozen, smoked, cured

THE MAZZETTA COMPANY

1990 St. Johns Avenue
Suite #204
Highland Park, Illinois 60035
Contact: Thomas J. Mazzetta
Tel:(708) 433-1150
Fax:(708) 433-8973
Product: frozen, fish, shrimp, crab,
lobster, molluscs

PENGUIN FROZEN FOODS

P.O. Box 2009,
555 Skokie Boulevard
Northbrook, Illinois 60065
Contact: Jack Berg
Tel:(708) 291-9400
Fax:(708) 291-1588
Product: frozen, fish, shrimp, crab,
lobster, breaded, prepared

CENTRAL SEAWAY CO. INC.

1845 Oak Street
Suite #1,
Northfield, Illinois 60093
Contact: Jeffrey Stern
Tel:(708) 446-3720
Fax:(708) 446-9410
Product: frozen, fish, shrimp, crab,
lobster, oysters, mussels

L.H. FROHMAN & SONS

1580 Northwest Highway
Park Ridge, Illinois 60068
Contact: George B. Marczewski
Tel:(708) 635-6520
Fax:(708) 635-7595
Product: fresh, frozen, canned, fish,
shrimp, crab, lobster, clams, oysters,
mussels, breaded, prepared

THE FRESH FISH COMPANY

8501 Page Boulevard
Vinitz Park, Missouri 63114
Contact: Thomas J. Hillman
Tel:(314) 428-7777
Fax:(314) 428-0751
Product: fresh, frozen, canned,
smoked, fish, shrimp, crab, lobster,
oysters, clams, mussels, breaded,
prepared, surimi seafood

CANADIAN CONSULATE GENERAL

Two Prudential Plaza
180 N. Stetson Avenue
Suite #2400,
Chicago,
Illinois 60601
United States of America
Tel:(312) 616-1860
Fax:(312) 616-1877
Contact: Ms. Karen L. Willhite

DALLAS, TEXAS

The Canadian Consulate General in Dallas is responsible for a territory which includes Texas, Arkansas, Kansas, Louisiana, New Mexico and Oklahoma. It is a market of 31 million people which continues to enjoy robust population and economic growth. Texas is the second largest state in the United States, by area, and ranks third in population. Three of the country's ten largest cities are located in Texas: Houston, Dallas, and San Antonio. Although Texas is considered to be a consumer of meat and poultry, there is a definite market for the seafood industry. A wide array of seafood is imported from Louisiana, California and Massachusetts (mainly Boston). A large quantity of Canadian seafood enters Texas via Los Angeles and Boston, but as undifferentiated products. It's Canadian identity is no longer evident at the consumer level. In the Dallas territory, the biggest seafood sellers by volume are salmon, shrimp, catfish, orange roughy, surimi, and crab. Salmon and shrimps account for about 80% of the total seafood consumption. Notwithstanding the enormous quantities of shrimp harvested from the Gulf of Mexico, there is potential for species not available in Gulf waters, such as *Pandalus Borealis* and *Pandalus Jordani*.

Food Sales Systems
2125 Vanco Drive
Irving, Texas 75061
Tel: 214/721-1911
Fax: 214/554-0335
Contact: Monte Smith
Product: broker, seafood

Gordon-Murdock, Inc.
5717 66th Street
Lubbock, Texas 79424
Tel: 806/794-4175
Fax: 806/794-0779
Contact: Marsha Aston, Executive
Product: broker, seafood

The Lemmons Co.
4300 Beltway Drive
Dallas, Texas 75244
Tel: 214/490-7000
Contact: Larry Lemmons, President
Product: broker, seafood

Lott Marketing Inc.
1328 S. Loop W.
Houston, Texas 77054
Tel: 713/799-9394
Fax: 713/799-1348
Contact: Tommy Lott, President
Product: broker, seafood

Luke Sules, Inc.
4355 Center Gate
San Antonio, 78217
Tel: 210/655-6666
Fax: 210/590-4121
Contact: Joe Soules, President
Product: broker, seafood

Marketing Management Inc.
4717 Fletcher
Fort Worth, Texas 76107
Tel: 817/731-4176
Fax: 817/731-4170
Contact: Mike Hoooper, V.P.
Product: broker, seafood

Marketing Specialist Corp.
502. E. Ramsey
San Antonio, Texas 78216
Tel: 210/349-3101
Fax: 210/349-8641
Contact: Eddie Morrison
Product: broker, seafood

Metropolitan Commercial Inc.
4393 Sunbelt Drive
Addison, Texas 75248
Tel: 214/248-9090
Fax: 214/250-3087
Contact: Garry Burkell
Product: broker, seafood

Nelson Brokerage Co. Inc.
922 Isom
San Antonio, Texas 78126
Tel: 210/341-1010
Fax: 210/341-2933
Contact: Lou Alvarado,
Product: broker, seafood

Orange Brokerage Inc.
806 Airport
Austin, Texas 78762
Tel: 512/385-1853
Fax: 512/385-1064
Product: broker, seafood

Poulsen Foodservice Inc.
2223 Royal Lane
Dallas, Texas 75229
Tel: 214/243-1851
Fax: 214/243-6611
Contact: Don Sibilsky, Marketing
Product: broker, seafood

Rosett Brokerage Co. Inc.
2114 Mannix
San Antonio, Texas 78217
Tel: 210/826-8059
Fax: 210/826-1371
Product: broker, seafood

Tower Marketing Inc.
1133 Avenue G. East
Arlington, Texas 76011
Tel: 817/640-6511
Fax: 817/633-1218
Contact: Ron Jantz, Sales
Product: broker, seafood

Albertson's Texas Division
7580 Oak Grove Road
Fort Worth, Texas 76140
Tel: 817/568-3900
Fax: 817/568-3961
Contact: Mr. Tom Shear, Sales
Product: major grocery store

American Foodservice
4721 Simonton Road
Dallas, Texas 75244
Tel: 214/233-5750
Fax: 214/299-2820
Contact: John Bell, Buyer
Product: distributor, seafood

Ben E. Keith Foods
8220 Forney Road
Dallas, Texas 75227
Tel: 214/388-5411
Fax: 214/388-9942
Contact: Rob Thompson, Buyer
Product: distributor, seafood

Brookshire Bros. Inc.
1201 Ellen Trout Drive
Lufkin, Texas 75901
Tel: 409/634-8155
Fax: 409/634-9198
Product: major grocery store

"Chef Bubba Fine Foods"
102 E. Freeman
Duncanville, Texas 75116
Tel: 214/296-6630
Fax: 214/780-8443
Contact: Jerry Wamble
Product: chef for marketing clubs

Conco Food Service
918 Edwards Avenue
Harahan, LA 70123
Tel: 504/733-5200
Fax: 504/734-7156
Contact: Nelson Trahan, Buyer
Product: distributor, seafood

Earp Meat Co.
6550 Kansas Avenue
Kansas City, KS 66111
Tel: 913/287-3311
Fax: 913/287-3297
Contact: Steve Hewlett, Purchasing
Product: distributor, seafood

F. Christiana & Co. Inc.
7251 River Road
Marrero, LA 70072
Tel: 504/348-3391
Fax: 504/341-2453
Contact: Frank M. Christiana
Product: distributor, seafood

Fiesta Mart Inc.
5235 Katy Freeway
Houston, Texas 77007
Tel: 713/869-5060
Fax: 713/869-6197
Product: major grocery store

Fleming Companies Inc.
6301 Waterford Boulevard
Oklahoma City, OK 73118
Tel: 405/840-7200
Fax: 405/841-8254
Contact: Lance Singleton, Manager
Product: wholesale grocer

Grocery Supply Co.
130 Hillcrest Drive
Sulphur Springs, Texas 75482
Tel: 903/885-7621
Fax: 903/885-6091
Contact: James Jackson, Buyer
Product: distributor, seafood

H. E. Butt Grocery Company
4710 N. Pan Am Expressway
San Antonio, Texas 78218
Tel: 210/662-5415
Fax: 210/662-5223
Contact: Jeff Franzblau, Seafood
Product: grocery store chain, broker

Imperial Food Supply Inc.
4800 North Street
Baton Rouge, LA 70896
Tel: 504/924-4222
Fax: 504/924-3362
Contact: Wayne Jumbonville, Buyer
Product: distributor, seafood

Kraft Foodservices Inc.
2200 Commercial Street
Little Rock, AR 72216
Tel: 501/375-3282
Fax: 501/375-7641
Product: distributor, seafood

Kraft Foodservice, Inc.
525 Central Park Drive, # 525
Oklahoma City, OK 73105
Tel: 405/524-8411
Fax: 405/556-9898
Product: distributor, seafood

Kroger Co.
1901 Gateway
Irving, Texas 75038
Tel: 214/580-3000
Fax: 214/580-3099
Contact: Danny Rider, Buyer
Product: major grocery store

Kroger Co., Houston Division
16770 Imperial Valley Drive
Houston, Texas 77060
Tel: 713/820-7500
Fax: 713/820-7557
Product: major grocery store

Landlock Seafood Co.
1815 Trinity Valley Drive
Carrollton, Texas 75006
Tel: 214/241-7500
Fax: 214/243-3897
Contact: Janet Shelton, Manager
Product: distributor, seafood

Magnolia Seafood
1901 Preston
Houston, Texas 77002
Tel: 713/224-7505
Fax: 713/225-0911
Contact: Jack Owski, Buyer
Product: seafood wholesaler

McLane Foodservice
3015 Center Street
Temple, Texas 76503
Tel: 817/778-4519
Fax: 817/770-0020
Contact: Charles Jones, Purchasing
Product: distributor, seafood

Mid-Central/Sysco Food Services
1915 Kansas City Road
Olathe, KS 66061
Tel: 913/829-5555
Fax: 913/829-2037
Contact: Jim Perry, Buyer
Product: distributor, seafood

Minyard Food Stores
777 Freeport Parkway
Coppell, Texas 75019
Tel: 214/393-8700
Fax: 214/462-9407
Contact: Arley Morrison, V.P.
Product: major grocery store

North Atlantic Seafood
4746 Dodge
San Antonio, Texas 78217
Tel: 210/655-4746
Fax: 210/655-0252
Product: distributor

Randall's Food Markets Inc.
3663 Briarpark
Houston, Texas 77042
Tel: 713/268-3674
Fax: 713/268-3810
Contact: Steve Fraley, Director
Product: major grocery store

Rice Food Markets
5333 Gulfon
Houston, Texas 77081
Tel: 713/662-7700
Fax: 713/662-7757
Contact: Ron Shernak, Buyer
Product: major grocery store

Sam's Club
608 Southwest, 8th Street
Bentonville, AR 72712-6297
Tel: 501/277-7451
Fax: 501/277-7336
Contact: Debbie Sears, Buyer
Product: wholesale marketing clubs

Scrivner, Inc.
5701 North Shartel
Oklahoma City, OK 73118
Tel: 405/841-5500
Fax: 405/841-5778
Contact: Dianne Stokes, Buyer
Product: wholesale grocer

Seafood Supply
1500 E. Griffin Street
Dallas, Texas 75215
Tel: 214/565-1851
Fax: 214/421-2831
Contact: Glenda B. Uttram, Buyer
Product: seafood wholesaler

Sysco Corporation
1390 Enclave Parkway
Houston, Texas 77077
Tel: 713/584-1297
Fax: 713/584-2588
Contact: Debra Sixta, Manager
Product: full line foodservice distributor

Tom Thumb Food and Pharmacy
14303 Inwood Road
Dallas, Texas 75244
Tel: 214/661-9700
Contact: Craig McNight, V.P.
Product: major grocery store

Tri-State Wholesale Assoc.
1000 Hawkins
El Paso, Texas 79915
Tel: 915/774-6400
Fax: 915/774-6443
Contact: Waldo Cavender, Buyer
Product: seafood wholesaler

U.S. Foodservice Inc.
(White Swan Foodservice)
P.O. Box 2804,
Lubbock,
Texas 79408
Tel: 806/747-5204
Fax: 806/747-6388
Contact: Darlene Rogers, Buyer
Product: distributor, seafood

William E. Davis & Sons
#37, North West
122nd Street
Oklahoma City,
Oklahoma 73114
Tel: 405/751-4660
Fax: 405/749-3475
Contact: Waylon Lovelady, Buyer
Product: distributor, seafood

Winn-Dixie Texas, Inc.
5500 South Freeway
Fort Worth,
Texas 76115
Tel: 817/921-1100
Fax: 817/921-1381
Contact: Tony Stover, Buyer
Product: major grocery store

CANADIAN CONSULATE GENERAL

St. Paul Place,
Suite #1700
750 N. St. Paul Street
Dallas,
Texas 75201
United States of America
Tel:(214) 922-9806
Fax:(214) 922-9815
Contact: Mr. Marcel Saucier

DETROIT, MICHIGAN

The population of Michigan is approximately 9.3 million people. The work force is largely comprised of blue collar workers, with the automotive industry dominating employment. According to the Michigan Department of Natural Resources, the consumption of fish products from commercial catch is 12 grams per person per day. The total commercial catch fishery market size in Michigan is estimated at 89 million pounds. The Canadian seafood exports a wide variety of fish species to the Michigan marketplace, however, only a few of these species represent significant volumes. Canadian seafood exports to Michigan are the equivalent of 12.8 million lbs, therefore, Canada's exports to Michigan represent a market share of approximately 14.4 percent of all consumption of commercial caught fish in Michigan.

Akron Seafood Inc.
342 East South
Akron, Ohio
Tel:(216) 434-4721
Product: frozen seafood

Associated Grocers Inc.
30 South Fourth Street
Dennison,
Ohio 44621
Tel:(614) 922-3251
Product: broker, seafood

Atlantic Fish & Seafood Dist. Co.
1016 Tuscarawas
East Canton, Ohio
Tel:(216) 454-1307
Product: frozen seafood

Axelrod Distributing Company
10101 Quincy
Cleveland, Ohio
Tel:(216) 721-6010
Product: frozen seafood

Big Bear Stores Company
770 West Goodale Blvd.
Columbus, Ohio 43212
Tel:(614) 464-6500
Product: broker, seafood

Cardinal Foods Inc.
4700 Fisher Road
Columbus, Ohio 43228
Tel:(614) 878-7171
Product: broker, seafood

First National Supermarkets (Ohio)
17000 Rockside Road
Maple Heights, Ohio 44137
Tel:(216) 587-7100
Product: broker, seafood

Fisher Food Marketing Inc.
1365 Cherry Avenue
Canton, Ohio 44714
Tel:(216) 453-5408
Product: broker, seafood

Fleming Company Inc.
P.O. Box 207,
Massilon,
Ohio 44648
Tel:(216) 879-5681
Product: broker, seafood

Fred W. Albrecht Grocery Company
2700 Gilchrist Road
Akron, Ohio 44035
Tel:(216) 733-2861
Product: broker, seafood

Fulton Fish Company Inc.
3610 Woodland Avenue
Cleveland, Ohio
Tel:(216) 241-7798
Product: fresh seafood

Heinens Inc.
20601 Aurora Road
Warrensville Heights,
Ohio 44146
Tel:(216) 475-2300
Product: broker, seafood

Liberty Fish
4101 Stillmore
Cleveland, Ohio
Product: frozen seafood

Navillus Gourmet Fish Company
19120 Detroit Road
Cleveland, Ohio
Tel:(216) 333-7327
Product: fresh seafood

Noble Fish
16708 Chagrin Blvd.
Cleveland, Ohio
Tel:(216) 752-7220
Product: fresh seafood

Northern Haserot Company
2000 West 14th Street
Cleveland, Ohio
Tel:(216) 439-0600
Product: fresh seafood

Riser Foods
5300 Richmond Road
Bedford Heights, Ohio 44146
Tel:(216) 292-7000
Product: broker, seafood

State Fish Company Inc.
1600 Merwin
Cleveland, Ohio
Tel:(216) 696-0080
Product: frozen seafood

The Kroger Company
1014 Vine Street
Cincinnati,
Ohio 45201
Tel:(513) 762-4000
Product: broker, seafood

W.W. Meats Inc.
2394 Canal Road
Cleveland, Ohio
Tel:(216) 621-7846
Product: frozen seafood

Waterfront Seafoods
5299 Crayton Avenue
Cleveland, Ohio
Tel:(216) 881-4111
Product: fresh seafood

Borman's Inc./Farmer Jacks
Division of A&P
18718 Borman Avenue
Detroit, Michigan 48228
Tel:(313) 270-1000
Contact: Bill Slimmen
Product: Services seafood to
grocery markets

C. Mascari & Associates
28157 Dequindre Road
Madison Heights, Michigan
Tel:(313) 399-0950
Product: broker, seafood

Caramagno Foods Co. Inc.
14255 Dequindre Avenue
Detroit, Michigan 48212
Tel:(313) 869-8200
Product: seafood

D. & W. Food Center Inc.
3966-44th Street S.W.
Grandville, Michigan 49418
Tel:(616) 538-2180
Contact: Larry Laninga
Product: Services grocery markets

Fata & Sons Inc.
16740 Industrial Parkway
Lansing, Michigan 48906
Tel:(517) 321-5991
Product: seafood

Glen's Markets
829 West Main Street
Gaylord, Michigan 49735
Contact: Larry Schumanns
Product: Services seafood to
grocery markets

Gordon Food Service Inc.
333-50th Street S.W.
Grand Rapids, Michigan 49508
Tel:(616) 530-7000
Contact: Jim Linton
Product: distributor of seafood

Grants-Sysco Food Service Inc.
2700 Perkins Avenue
Saginaw, Michigan 48601
Tel:(517) 752-3161
Product: distributor of seafood

Halling Brown
37475 Schoolcraft Street
Livonia, Michigan 48150
Tel:(313) 591-0805
Product: seafood

Hamady Brothers Food Markets Inc.
3301 South Dort Highway
Flint, Michigan 48507
Tel:(313) 744-0000
Contact: Phil Hollander
Product: Services seafood to
grocery markets

Harding's Market West Inc.
211 Bannister Street
Kalamazoo, Michigan 49080
Tel:(616) 685-9807
Contact: Dave Glidden
Product: Services grocery markets

James K. Tamakian & Co.
P.O.Box 2127
Detroit, Michigan 48037
Tel:(313) 424-8500
Product: trading house

King Frost Foods Inc.
1900 Alfred Street
Detroit, Michigan 48207
Tel:(313) 567-1387
Contact: Tom Soloman
Product: seafood

Lombardi Foodservice
2465--23 Mile Road
Utica, Michigan 48087
Tel:(313) 254-3550
Product: distributor of seafood

Meadowdale Foods Inc.
8711 Meadowdale Avenue
Detroit, Michigan 48228
Tel:(313) 943-3300
Contact: Tom Yanaga
Product: Services grocery markets

Meijer Inc.
2929 Walker Avenue N.W.
Grand Rapids, Michigan 49504
Tel:(616) 453-6711
Contact: Dale Mathews
Product: Services grocery markets

Mid State Fruit Inc.
Boon Road
Cadillac, Michigan 49601
Tel:(616) 775-2439
Product: distributor of seafood

Miesel/Sysco Foodservice Co.
41600 Van Born Road
Canton, Michigan 48188
Tel:(313) 397-7990
Contact: Don Staley
Product: distributor of seafood

Northland Marketing
P.O.Box 865
Southfield,
Michigan 48037
Tel:(313) 353-0222
Product: seafood

Northwest Food Company
12301 Conanat
Detroit, Michigan 48212
Tel:(313) 368-2500
Product: seafood

Sahakian, Saum & Gordon Brokers
15160 W. Eight Mile Road,
Suite #207
Oak Park, Michigan 48237
Tel:(313) 968-4800
Product: broker, seafood

Salasnek Fisheries Inc.
2140 Wilkins Street
Detroit, Michigan 48207
Tel:(313) 567-2000
Contact: Roy Phillips
Product: distributor of fresh various
seafood outlets

Standard Fish Distributors
1011 East Ferry
Detroit, Michigan 48208
Tel:(313) 871-1115
Contact: Howard/David Halpern
Product: distributor of seafood

Stapleton's
2375 Midland Road
Hemlock, Michigan 48626
Tel:(517) 642-5211
Product: seafood

Superior Fish Company
327 East Fourth Street
Royal Oak, Michigan 48067
Tel:(313) 541-4632
Contact: David Dean
Product: distributor of seafood

Superior Seafoods
4243 Broadmoor S.E.
Grand Rapids, Michigan 49508
Tel:(616) 698-7700
Product: seafood

Sysco/Frost-Pack Food Services
3700 Sysco Ct. S.E.
Grand Rapids, Michigan 49508
Tel:(616) 949-3700
Product: distributor of seafood

The Great Atlantic and Pacific Tea
1990 W. Nine Mile Road
Southfield, Michigan 48075
Tel:(313) 353-1212
Contact: Bob Folwell
Product: services seafood to grocery
markets

CANADIAN CONSULATE GENERAL
600 Renaissance Center,
Suite #1100,
Detroit,
Michigan 48243-1798
United States of America
Tel:(313) 567-2085
Fax:(313) 567-2164
Contact: Mr. Ron Biddle

The Kroger Company
17197 Laurel Park Drive North
Livonia, Michigan 48151
Tel:(313) 462-6800
Contact: Russ Kittleson
Product: services seafood to grocery
markets

The Pfeister Company
P.O.Box 3304
36300 Schoolcraft Street
Livonia, Michigan 48150
Tel:(313) 591-1900
Product: broker, seafood

The Sonneveldt Co.
435 Ionia Avenue S.W.
Grand Rapids, Michigan 49503
Tel:(616) 456-7171
Product: seafood

United Fish distributors
1349 Adelaide Avenue
Detroit, Michigan 48207
Tel:(313) 567-6533
Contact: Louis Davis
Product: distributor of seafood

Western Fish Co. Inc.
2515 Michigan Ave
Detroit, Michigan 48216
Tel:(313) 237-0080
Contact: Mike Davidson,
Product: distributor of seafood

Weyand Fisheries Inc.
471 Biddle Street
Wyandotte, Michigan 48208
Tel:(313) 284-0400
Contact: Pat Weyand
Product: seafood

LOS ANGELES, CALIFORNIA

California offers Canadian seafood exporters a market of 30 million plus consumers, slightly larger than the Canadian domestic market. Seafood has increasingly become a more significant part of the average diet for Californians, and in fact, California has the highest per capita consumption of Seafood in the USA. There are two major trade shows featuring seafood held annually in the United States, the Boston Seafood Show and the Sea Fare International. Sea Fare held in September at the Long Beach Convention Centre in Long Beach, California, offers visitors access to representatives from all facets of the seafood industry. Canadian exporters who visit the show have the opportunity to make contact with potential clientele from all sectors of the seafood industry in the United States.

Alco
119 Wilhardt Street
Los Angeles, California 90012
Tel:(213) 222-6001
Contact: Alan Wong
Product: Shellfish, Shrimp

Alpine International Corporation
690 Moulton Avenue (90031)
P.O.Box 60929
Los Angeles,
California 90060
Tel:(213) 222-9196
Contact: Frank Lee
Product: Scallop, Lobster, Shrimp,
Crab, Squid

Amende & Schultz Inc.
1017 Fremont Avenue
P.O.Box 788
South Pasadena,
California 91030
Tel:(213) 682-3806
Contact: Neil Osser
Product: Fish, Shellfish

American Hong Kong Everon
Company
413 North Harvard Blvd.
Los Angeles, California 90004
Tel:(213) 611-6302
Contact: John Kwong
Product: Frozen Fish, Shellfish

Aria International Investments
150 South Los Robles Avenue, #5
Pasadena,
California 91101
Tel:(818) 795-7720
Fax:(818) 795-7738
Contact: Parviz Aria
Product: Fish, Shellfish

Asia Shipping & Trading Corporation
1117 Westminster Avenue
Alhambra,
California 91803
Tel:(818) 576-8493
Contact: Kenneth H.Y. Chao
Product: Fish (Frozen/Canned)

B/R Sales Company Inc.
6924--G Canby Avenue, #119,
Reseda, California 91335
Tel:(818) 705-6511
Contact: Stan Arnett
Product: Fish, Shrimp, Scallops,
Swordfish

Bangkok Market Inc.
2849 Leonis Blvd.
Los Angeles,
California 90058
Tel:(213) 585-5385
Contact: Mary Tila
Product: Frozen Fish, Shellfish

Bromar Food Service Sales
9420-G Telstar Avenue
Suite #200,
El Monte,
California 91731
Tel:(818) 442-9310
Contact: John Hassey
Product: Fish, Seafood

Bumble-Bee Seafoods Inc.
P.O.Box 23508
San Diego,
California 92123
Tel:(619) 560-0404
Fax:(619) 560-6595
Contact: J.T. McCarthy
Product: Fish, Shellfish, Tuna,
Salmon, Oyster

Cabco Export Inc.
28635 Hazelridge Drive
P.O. Box 7000-167
Rancho Palos Verdes,
California 90274
Tel:(213) 377-1427
Contact: Mike Hayashi
Product: Salmon, Crab, Herring Roe

Cade-Grayson Company
P.O. Box 1955
Vista, California 92083
Tel:(619) 941-2733
Product: Shellfish

California Seafood Corporation
3094 Ellington Drive, #206
Los Angeles, California 90068
Tel:(213) 851-6901
Contact: Sandy Yudovin
Product: Fish (Fresh/Frozen)

Catalina Fish Company Inc.
2210 Signal Place
San Pedro, California 90731
Tel:(213) 832-0241
Contact: Nick Vitalich
Product: Fish, Squid, Mackerel,
Tuna, Bonilo, Swordfish

City Sea Foods Inc.
531 Towne Avenue
Los Angeles, California 90013
Tel:(213) 746-1307
Product: Fish and Shellfish

Comeau's Seafoods Inc.
350 K Milliken
Ontario, California 91761
Contact: Stell C. Paterson
Product: Scallops, Fillets, Shrimp,
Herring, Crab, Surimi, Smoked

Crown Price
4821 Gregg Road, P.O. Box 510
Pico Rivera, California 90660-0510
Tel:(213) 692-8763
Contact: Robert Hoffman
Product: Mackerel, Abalone,
Sardines, Oysters, Clams, Shrimp,
Crab, Lobster, Anchovy

Deep Sea Shrimp Importing Co. Inc.
101 South First Street, Suite 401
Burbank, California 91502
Tel:(213) 849-6679
Contact: Daniel Wood
Product: Shrimp

Denton & Associates
1786-GW Lincoln Avenue, Ste F
Anaheim, California 92801
Tel:(714) 999-1022
Contact: Larry Denton
Product: Fish, Clams, Shrimp, Crab,
Sardines

Dong Loi Seafood Company
9717 Bolsa Avenue
Westminster, California 92683
Tel:(714) 531-1071
Contact: Loi Hung Huynh
Product: Fish (Fresh/Frozen), Lake
Smelts

Fisherman's Wharf Market
Breakwater Santa Barbara
Santa Barbara, California 93109
Tel:(805) 966-4494
Contact: Allen Stuart
Product: Fresh Fish and Shellfish

Fishing Processors Inc.
1324 East 15th Street
Los Angeles, California 90021
Tel:(213) 746-1307
Contact: Al Nigorivawa
Product: Frozen Fish and Shellfish

Food Service Marketing Inc.
5517 N. Canyon Highway
Phoenix, Arizona 85015
Tel:(602) 246-8595
Contact: J. Corey
Product: Fish, Shellfish, Shrimp,
Cod, Pollock

Foodservice Associates
7801 East Telegraph Road, Unit L
Montebello, California 90640
Tel:(213) 685-7943
Contact: Bob Anderson
Product: Fish, Mahi-mahi

G & G Food Sales Company
6705 North 8th Street
Phoenix, Arizona 85014
Tel:(602) 264-9518
Contact: Bob Ganz
Product: Fish, Shellfish
(Frozen/Canned)

G.W. Market
672 North Spring Street
Los Angeles, California 90012
Tel:(213) 624-0277
Contact: Bill Chan
Product: Fish, Shellfish
(Fresh/Frozen)

Great Pacific United Inc.
812 East 12th Street
Los Angeles, California 90021
Tel:(213) 741-0323
Contact: Ble Chun
Product: Fish, Shellfish
(Frozen/Canned)

Han Yang Trade Company Inc.
13760 South Gramercy Place
P.O. Box 5539
Gardena, California 90249-5539
Tel:(213) 532-7040
Contact: Won H. Min
Product: Shellfish, Fresh, Frozen,
Canned

Hanwa American Corporation
624 South Grand Avenue #2304
Los Angeles, California 90017
Tel:(213) 627-9931
Contact: Mikio Tanaka
Product: Seafood

Harrison Pierce & Company Inc.
418 South Central Avenue #100
Los Angeles, California 90013
Tel:(818) 629-1741
Contact: Cheryl Wall
Product: Frozen Fish, Shellfish

Holly Seafood Company
410 Towne Avenue
Los Angeles, California 90013
Tel:(213) 625-2513
Contact: Dick Merry
Product: Fish, Shellfish, Frozen

International Seafood Ventures
624 East 4th Street
Los Angeles, California 90013
Tel:(213) 617-0141
Contact: Stewart Kozloff
Product: Salmon, Crab, Lobster,
Shrimp, Milkfish

International Seafood Sales
463 South Crescent Heights Blvd.
Los Angeles, California 90048
Tel:(213) 938-6561
Fax:(213) 938-6704
Contact: Harry Cohen
Product: Fish, Shellfish

International Marine Product Inc.
500 East 7th Street
Los Angeles, California 90014
Tel:(213) 680-0497
Contact: Kunihiko Kawakami
Product: Fish, Shellfish, Tuna,
Salmon, Shrimp

J.J. Camillo Seafood Brokerage Co.
545 Harbor Lane
San Diego, California 92101
Tel:(619) 238-1963
Contact: Maurice Camillo
Product: Fish, Shellfish, Crab,
Halibut, Shrimp

Jac Creative Food Inc.
3050 East 11th Street
Los Angeles, California 90023
Tel:(213) 263-3344
Fax:(213) 263-4012
Contact: Terri Kishimoto
Product: Surimi, Analogs Fresh

Jin Han International Inc.
2911 South Compton Avenue
Los Angeles, California 90011
Tel:(213) 233-5261
Contact: J.S. Kim
Product: Croaker, Squid

Josefina Fish Company
2451 Borton Drive
P.O. Box 92028
Santa Barbara, California 93109
Tel:(805) 965-5567
Contact: Andres Martinez
Product: Shellfish, Sea Urchin

K & C Food Sales
222-GE 38th Street
Vernon, California 90058
Tel:(213) 232-1037
Contact: Bob Wines
Product: Cod (Fresh/Frozen),
Scallops, Pollock

Kanaloa Imports
2828 Serena Road
Santa Barbara, California 93105
Tel:(805) 682-6169
Contact: Don Disraeli
Product: Fish (Fresh/Frozen),
Shellfish

Kelly-Clarke Inc.
1540 South Bridge Gate Drive
Diamond Bar, California 91765
Tel:(714) 860-6757
Contact: Dick Olmstead
Product: Fish, Shellfish

King Meat Inc.
4215 Exchange Avenue
Los Angeles, California 90058
Tel:(213) 582-7401
Contact: Mike Hughes
Product: Fish, Shellfish

L.H. Rodriguez Seafoods Inc.
3541 South 12th Avenue
Tucson, Arizona 85711
Tel:(602) 623-1931
Contact: L.H. Rodriguez
Product: Fish, Shellfish, Frozen,
Canned

Long Beach Seafoods Company
825 West 16th Street
Long Beach,
California 90813
Tel:(213) 435-5357
Contact: Barry Stilwell
Product: fish (Fresh/Frozen)

Long Beach Enterprise Inc.
12319 Florence Avenue
P.O. Box 3048
Sante Fe Springs,
California 90670
Tel:(213) 944-8945
Contact: Tai Tran
Product: Frozen Fish, Halibut,
Swordfish, Salmon, Crab, Scallops

Lorenzana Food Corporation
627 North Vermont Avenue
Los Angeles,
California 90004
Tel:(213) 660-2220
Contact: Gerry Garland
Product: Fish
(Fresh/Frozen/Canned)

Los Angeles Fish & Oyster Co.
2212 Signal Place
San Pedro,
California 90731
Tel:(213) 832-4249
Contact: John Robinson
Product: Fish (Fresh/Frozen)

Los Angeles Smoking & Curing
Company
778 Kobler Street
P.O. Box 21938
Los Angeles, California 90021
Contact: Louis Vitale
Tel:(213) 622-0724
Product: Salmon, Herring, Shrimp,
Crab, Cod

Marine Service Enterprise Inc.
P.O. Box 3007
Del Mar, California 92014-6007
Tel:(619) 481-8610
Fax:(619) 481-6762
Contact: William J. Horner
Product: Tuna (Frozen/Canned)

Mariner's Seafood Product Inc.
1140 Fremont Avenue
South Pasedena,
California 91030
Tel:(818) 799-4166
Contact: Douglas A. Glithero
Product: Fish, Shellfish
(Fresh/Frozen)

Mitsubishi Foods (MC) Inc.
9605 Scranton Road, Suite 800
P.O. Box 81226
San Diego, California 92138
Tel:(619) 587-9000
Contact: Michael E. Dunn
Product: Canned Tuna, Oyster,
Clam, Mackerel

Morrison Distributing
2242 East Mabel Street
Tucson, Arizona 85719
Tel:(602) 326-1070
Contact: Harry L. Morrison
Product: Fish, Shellfish

Nam Hoa Fish Market
656 North Broadway
Los Angeles, California 90012
Tel:(213) 617-3400
Contact: Nguyen Hahn
Product: Fish, Shellfish

National Brokerage of California Inc.
1424/26 East Katella Avenue
Anaheim, California 92805
Tel:(714) 978-0999
Contact: Marna Baumgarten
Product: Frozen Fish, Shellfish

Neptune Foods Inc.
619 Kohler Street
P.O. Box 21391
Los Angeles, California 90021
Tel:(213) 626-5895
Contact: Hector Poon
Product: Frozen Shrimp, Scallops,
Oyster, Fillets

Normark Foods Inc.
3200-GW Temple Street
P.O. Box 26905
Los Angeles, California 90026
Contact: John Goodwin
Product: Seafood

Ocean Fish Company
2204 Signal Place
P.O. Box 83
San Pedro, California 90733
Tel:(212) 519-9225
Contact: Stanley DiMegilo
Product: Fish, Shellfish

Ocean Crown Sea Food
6021 Scott Way
Commerce, California 90040
Tel:(213) 724-0202
Contact: Don Chapman
Product: Fish (Fresh/Frozen)

Pacific Atlantic Sales Corporation
888 Prospect Street
Suite 300
La Jolla, California 92037
Tel:(619) 452-7340
Contact: Saul Rosenberg
Product: Fish, Shellfish

Pacific King Foods Inc.
143 East Foothill Blvd.
Suite A,
Pomono, California 91767
Tel:(714) 593-0327
Contact: Yukio Bito
Product: Surimi, Herring

Pacific Fresh Fish Company
535 Stanford Avenue
Los Angeles, California 90013
Tel:(213) 623-6220
Contact: Joon Sik Pak
Product: Fish, Shellfish
(Fresh/Frozen)

Pacific Marine Product Corporation
398 South Kalorama Street
Ventura, California 93001
Tel:(805) 648-3261
Fax:(805) 648-7148
Contact: Ryosuke Matsui
Product: Sea Urchin (Fresh/Frozen)

Pan American Seafood Inc.
815 Thompson Avenue
Glendale, California 91201
Tel:(818) 956-5888
Contact: Douglas F. Graham
Product: Frozen Shrimp

Pan Asia (U.S.A) Company
15237 Texaco Avenue
P.O. Box 851
Paramount, California 90723
Tel:(213) 634-5400
Contact: Somachi Kiatsrich
Product: Fish, Seafood

Pinski, Gene, & Associates
131-GE Fig Street
Suite 105
Fallbrook, California 92028
Tel:(213) 548-4144
Contact: Wayne Dearden
Product: Fish

R.M. Sloan Company
732 West 9th Street, #207
P.O. Box 1637
San Pedro, California 90731
Tel:(212) 775-7555
Contact: Doug Harbison
Product: Fish, Shellfish
(Fresh/Frozen)

R.S. Wilson Company
4560 Admiralty Way, Suite 108B
P.O. Box 11803
Marina Del Ray,
California 90292
Tel:(213) 306-6702
Contact: Robert S. Wilson
Product: Fishery By-products

R.W. Joyce Company Inc.
11777 San Vicente Blvd.
P.O. Box 49917
Los Angeles, California 90049
Tel:(213) 879-9681
Fax:(213) 820-0943
Contact: Barry Cook
Product: Shellfish, Turbot, Orange
Roughy

Rose Frozen Shrimp Inc.
541 Ceres Avenue
Los Angeles,
California 90013
Tel:(213) 626-8251
Contact: Ken Takiguchi
Product: Shrimp, Scallops, Pollock,
Oyster, Perch

Rotal Pacific Seafood Company Inc.
3636 5th Avenue, #306
San Diego,
California 92103
Tel:(619) 235-8284
Contact: Gerry Segawa
Product: Fish, Shellfish
(Fresh/Frozen)

Royal Crown Enterprises Inc.
520 Hofgarden
La Puente, California 91744
Tel:(818) 336-4433
Contact: Juergen Lotter
Product: Shellfish

S.E. Rykoff & Company Inc.
761 Terminal Street
P.O.Box 21921
Los Angeles, California 90021-0917
Tel:(213) 622-4131
Contact: Andrew Weiss
Product: Fish (Frozen/Canned)

S.M. Uni Service
728 Ceres Avenue
Los Angeles, California 90021
Tel:(213) 626-2557
Contact: Neal Matsushita
Product: Sea Urchin

Schifano Food Sales Inc.
537 East Delano
Tucson, Arizona 85705
Tel:(602) 622-1521
Contact: Joseph Schifano
Product: Fish, Shellfish, Shrimp,
Lobster

Sea Corp Sales Inc.
133 Paradise Cove
Malibu, California 90265
Tel:(213) 457-9116
Contact: Don Sway
Product: Fish (Fresh/Frozen)

Seley & Company
1515 Hope Street
P.O. Box 36
South Pasadena,
California 91030
Tel:(818) 799-1196
Contact: Bobby Silverness
Product: Seafood

Shelter Island Seafood
667 South Santa Fe Avenue
Los Angeles, California 90022
Tel:(213) 627-4646
Contact: Mike Cherashore
Product: Fish, Shellfish
(Fresh/Frozen)

Southern California Trading Corp.
9322 Bellanca Avenue
Los Angeles, California 90045
Tel:(213) 216-6933
Contact: Mas Takahashi
Product: Shellfish (Fresh/Frozen),
Sea Urchin

Standard Seafood
2208 Signal Place
San Pedro,
California 90731
Tel:(212) 832-8395
Contact: Alan Harvey
Product: Fish, Shellfish
(Fresh/Frozen)

Star Fisheries Inc.
2206 Signal Place
San Pedro, California 90731
Tel:(213) 832-8395
Contact: Anthony DiMaggio
Product: Fish, Salmon, Cod,
Snapper

Star-Kist Foods Inc.
180 East Ocean Blvd.
Long Beach,
California 90802
Tel:(213) 590-7900
Contact: Allyn Ayotte
Product: Tuna, Mackerel, Sardine
(Canned)

State Fish Company
2194 Signal Place
San Pedro,
California 90731
Tel:(213) 775-7171
Contact: John Deluca
Product: Halibut, Cod, Pacific
Snapper

T.J. Hines & Company Limited
226 East Canon Perdido, Suite 1
P.O. Box 52
Santa Barbara,
California 93102
Tel:(805) 965-6593
Contact: Tom Hines
Product: Fish (Fresh/Frozen),
Shellfish, Abalone, Crab, Halibut,
Salmon, Rockfish

Tri-Marine International (Pte) Limited
150 West 7th Street, Suite 205
San Pedro, California 90731
Tel:(213) 548-6245
Contact: Renato Curto
Product: Frozen Shrimp, Swordfish,
Tuna

United Poultry Company
736 North Broadway
Los Angeles, California 90012
Tel:(213) 624-3788
Contact: Nelson Moy Jr.
Product: Shellfish, Swordfish

Velling, Gene J. Company Inc.
9 Cupania Circle
Monterey Park, California 91754
Tel:(213) 888-6938
Product: Shrimp, Crab, Halibut,
Scallops, Whiting

VWH Company Limited
1170 North Durfee Avenue, Suite 1
South El Monte, California 91733
Tel:(818) 444-7761
Contact: Keith Hines
Product: Lobster, Salmon, Crab,
Shrimp, Dogfish

W.R. Merry Seafood Company Inc.
636 Stanford Avenue
Los Angeles, California 90021
Tel:(213) 623-2306
Contact: Bill Merry Jr.
Product: Fish, Shellfish
(Fresh/Frozen)

Wing Lee Shrimp Company Inc.
1422 Sunset Blvd.
Los Angeles, California 90026
Tel:(213) 250-4504
Contact: Gordon Au
Product: Shrimp, Scallops, Lobster

Wolfstein International Inc.
706 South Hill Street,
Suite #1250
Los Angeles, California 90014
Tel:(213) 689-9514
Contact: Philip Wwolfstein
Product: Fish, Shellfish, Octopus,
Shrimp, Shark

Woo Chee Chong Inc.
633-16th Street
San Diego,
California 92101
Tel:(619) 233-6311
Contact: Jerry Pitcher
Product: Fish, Shellfish
(Fresh/Frozen)

Yanagita Trading Company
1600 West Redondo Beach Blvd.,
Suite #205
Gardena, California 90247
Tel:(213) 321-4862
Contact: Ken Yanagita
Product: Fish, Shellfish
(Fresh/Frozen/Canned)

A. Giurlani U.S.A.
1625 West Campbell Avenue
Campbell, California 95008
Tel:(408) 370-2800
Fax:(408) 370-2046
Product: Canned Anchovies.

A.H. Hansen Sales Limited
P.O. Box 19008
Honolulu,
Hawaii 96817
Tel:(808) 847-3032
Fax:(808) 847-3032
Product: Mahi Mahi, Lobster,
Shrimp, Scallops, Mussel, Ono,
Oyster, Smoked Tuna

Aliotti Wholesale Fish Company
P.O. Box 3325
Monterey,
California 93940
Tel:(408) 375-2881
Product: Squid, Herring, Kingfish,
Pacific Mackerel, Spanish Mackerel,
Anchovy, Fish

American Ex-Im Corporation
805 Kearny Street
San Francisco,
California 94108
Tel:(415) 362-2255
Fax:(415) 362-4859
Product: Mackerel, Mullet, Crevalle,
Lobster, Blue Crab, Dungeness
Crab, Mullet Roe

Anchor Shellfish
P.O. Box 410215
San Francisco,
California 94141
Tel:(415) 928-5394
Fax:(415) 928-5692
Product: Broker of Salmon, Orange
Roughy, Scallops, Mussels,
Bluenose, Abalone

Aptco Inc.
2300 Army Street
San Francisco, California 94124
Tel:(415) 648-6688
Fax:(415) 826-8808
Product: Crab, Clam, Shrimp,
Scallop, Lobster

Atlantic Trading Company Inc.
900 Bridgeway
Sausalito,
California 94965
Tel:(415) 673-0341
Fax:(415) 331-5746
Product: Farmed Canadian Salmon,
Trout, Skaarfish, Shrimp
(Fresh/Frozen)

Avalon Bay Foods Inc.
300 Epley Drive
Yuba City, California 95991
Tel:(916) 671-6661
Fax:(916) 673-8413
Product: Breaded
Shrimp/Sole/Flounder

Barkley Meat Company
P.O. Box 7582
South Lake Tahoe,
California 95731
Tel:(916) 541-4454
Fax:(916) 541-0823
Product: Salmon, Mahi Mahi,
Haltbut, Rockfish, Cockles, Scallops,
Mussels, Oyster

CA Sunshine Fine Foods Inc.
144 King
San Francisco,
California 94107
Tel:(415) 543-3007
Fax:(415) 543-5172
Product: Sturgeon, Sturgeon Roe

Cal-Nesia Trading Company
P.O. Box 170653
San Francisco,
California 94117
Tel:(415) 928-1701
Fax:(415) 928-5692
Product: Orange Roughy, Bluenose,
Snapper, Salmon, Mussels, Cockles,
Kingklip, John Dory

California Shellfish Company
655 Beach Street
Suite #200
San Francisco, California 94109
Tel:(415) 775-8088
Fax:(415) 775-7815
Product: Fish (Fresh/Frozen)

Central Seaway Company
P.O. Box 686
Aptos, California 95001
Tel:(408) 688-1399
Product: Fish
(Fresh/Frozen/Canned), Shellfish

Charles P. Kearney & Company
1330 Broadway
Suite #815
Oakland, California 94612
Tel:(415) 452-4493
Fax:(415) 452-2815
Product: Salmon, Shrimp, Scallops,
Crab

Charlie Seafood
293 Bayshore Boulevard
San Francisco,
California 94124
Tel:(415) 824-2690
Fax:(415) 994-1884
Product: Sole, Rockfish, Oysters,
Clams, Geoducks, Crab, Lobster,
Carp

Consolidated Factors
Box 1389
Monterey,
California 93942
Tel:(408) 375-5121
Product: Salmon, Crab, Squid,
Shrimp Meat, Groundfish, Fish
(Fresh/Frozen), Shellfish
(Fresh/Frozen)

Del Monte Capital Meat
948 Arden Way
Sacramento, California 95815
Tel:(916) 927-0595
Fax:(916) 927-5996
Product: Shrimp, Lobster

Dupont Market Inc.
1990 Davis Street
San Leandro, California 94577
Tel:(408) 298-5593
Product: Salmon, Clams, Squid,
Shrimp, Scallops, Rockfish, Crab,
Oyster

E.K. Fisheries and Fine Food
P.O. Box 17325
Honolulu, Hawaii 96817
Product: Fish, Shellfish

Edward Feigon Enterprises
P.O. Box 686
Aptos, California 95001
Tel:(408) 688-1399
Product: Fish, Fresh, Frozen,
Canned, Shellfish

Fertrade Corporation
570 Parrott Street
San Jose, California 95112
Tel:(408) 971-0997
Fax:(408) 286-1866
Product: Milkfish

Garden Island Seafood Inc.
524 Ohohla Street
Honolulu, Hawaii 96819
Tel:(808) 833-6645
Fax:(808) 833-3634
Product: Salmon, Red Snapper, Fish

Golden Food Market
2776 Mission Street
San Francisco, California 94110-3199
Tel:(415) 647-1938
Product: Fish (Fresh/Frozen)

Great Atlantic Lobster Company
2400 Embarcadero
Oakland, California 94606-5312
Tel:(415) 532-4477
Product: Salmon, Crab, Clam, Fish,
Oyster, Mussels, Shellfish

Gulfspray Seafood
609-11 Cole Street
San Francisco, California 94117
Tel:(415) 221-6354
Product: Broker of Salmon, Shrimp,
Tuna, Soft Shell Crab, Trout

H & W Foods
1535 Colburn Street
Honolulu,
Hawaii 96817
Tel:(808) 847-1931
Fax:(808) 841-8687
Product: Mahi Mahi

Hanmi Inc.
444 Littlefield Avenue
South San Francisco,
California 94080
Tel:(415) 952-5298
Fax:(415) 952-2573
Product: Oyster, Clam Meat, Squid,
Saury

Hawaii Integrated Inc.
815 Gulick Street
Honolulu,
Hawaii 96819
Tel:(808) 847-1553
Product: Shad, Pacific Mackerel,
Shrimp

Hop Woo Company Limited
1220 Howard Street
San Francisco, California 94103
Tel:(415) 864-1564
Product: Shark Fin

Hosoda Brothers Inc.
1444 Tennessee Street
San Francisco, California 94107
Tel:(415) 648-7144
Fax:(415) 282-6336
Product: Frozen Mackerel

Imperial Marketing Inc.
2390 El Camino Real,
P.O. Box 60879
Palo Alto, California 94306
Tel:(415) 857-0832
Fax:(415) 857-0175
Product: Fish, Fresh, Frozen,
Canned, Shellfish

International Seafood Division of
Tung Yung Trading Corporation
369 Pine Street
San Francisco, California 94104
Tel:(415) 397-0954
Fax:(415) 397-1434
Product: Frozen Fish, Frozen
Shellfish

J & F Enterprises Limited
1350 Ala Moana Boulevard, #1508
Honolulu, Hawaii 96814
Tel:(808) 538-6771
Fax:(808) 847-3930
Product: Fish

Jack Bray Food Sales
1485 Bayshore Boulevard, #419
San Francisco, California 94124
Tel:(415) 468-4460
Product: Broker of Seafood

Jackson Import Corporation
330 Shaw Road
South San Francisco,
California 94080
Tel:(415) 873-0880
Fax:(415) 952-4968
Product: Dace, Catfish, Pomfret

Kapono Sales Inc.
3435 Waiialae Avenue
Suite 207
Honolulu, Hawaii 96816
Tel:(808) 735-2828
Fax:(808) 734-7755
Product: Fish, Shellfish

Kebco Hawaii Inc.
2835 Koapaka Street
Honolulu, Hawaii 96819
Tel:(808) 833-9983
Fax:(808) 833-9893
Product: Fish Cakes, Shrimp,
Octopus, Salmon, Surimi

Kiku Enterprises Inc.
175 West 25th Avenue
San Mateo, California 94403
Tel:(415) 571-8620
Fax:(415) 571-1853
Product: Clams, Halibut, Salmon,
Scallops, Crab, Tuna, Yellowtail

King Food Service
3109 Koapaka Street
Honolulu, Hawaii 96819
Tel:(808) 834-5464
Fax:(808) 833-5946
Product: Fish, Frozen, Canned,
Whole, Lobster, Crab, Salmon

Kingco Enterprises
P.O. Box 1926
San Mateo, California 94401
Tel:(415) 347-0403
Fax:(415) 347-2840
Product: Whiting, Sea Trout,
Grouper, Frozen Shellfish

Kona Suisan
P.O. Box K
Kailua-Kona, Hawaii 96745
Tel:(808) 329-3558
Fax:(808) 329-0699
Product: Fish (Fresh/Frozen)

M & O Trade
2155 Powell Street
San Francisco, California 94133
Tel:(415) 391-9144
Fax:(415) 391-9495
Product: Shrimp, Frozen Squid

Mid-Pacific Hawaii Fishery Inc.
General Lyman Field
Old Airport Road
Hilo, Hawaii 96720
Tel:(808) 935-6110
Fax:(808) 961-6859
Product: Sashimi Grade Tuna
(Fresh/Frozen), Smoked Fish

Milo Food Company Inc.
639 Broadway
San Francisco, California 94133
Tel:(415) 982-1874
Fax:(415) 362-7058
Product: Yellow Croaker, Beltfish,
Cuttlefish, Dace, Lionfish

Norwegian Seafood Inc.
124 Gloria Drive
San Rafael, California 94901
Tel:(415) 453-9784
Fax:(415) 456-0457
Product: Salmon, Smoked

Ocean Seafood Marketing Company
475 Gate 5 Road,
Suite #322
Sausalito, California 94965
Tel:(415) 331-6555
Fax:(415) 331-6607
Product: Fish (Fresh/Frozen),
Shellfish

Oversea Fishery & Investment
Company
743-F Waiakamilo Road
Honolulu, Hawaii 96817
Tel:(808) 847-2500
Fax:(808) 848-5038
Product: Sea Bass, Shrimp,
Flounder, Lobster, Scallops

Pacific Harvest Seafoods Inc.
P.O. Box 59099
San Jose, California 95159
Tel:(408) 295-2455
Fax:(408) 295-9458
Product: Broker of Fish, Shellfish

Pacific Hi-Tak Inc.
905 Kokea Street
Honolulu, Hawaii 96817
Tel:(808) 845-6337
Fax:(808) 847-5268
Product: Yellowtail, Salmon,
Snapper, Octopus, Tuna, Squid,
Oysters, Clams, Geoduck, Crab,
Lobster

Pacific Rim Seafood
955-57th Street
Oakland, California 94608
Tel:(415) 658-1233
Fax:(415) 658-8862
Product: Oysters, Manila Clams,
Pony, Tilapia, Croaker, Pomfret,
Lady Fish

Packinghouse Sales Company
2312 Kam Highway
Honolulu,
Hawaii 96819
Tel:(808) 847-3032
Fax:(808) 845-1912
Product: Mahi Mahi, Pollock, Wahoo,
Hokl, Shrimp, Lobster, Scallops,
Crab, Canned Tuna

Pafco Importing Company
1601 Bayshore Highway
Suite #323
Burlingame, California 94010
Tel:(415) 692-6161
Fax:(415) 583-0840
Product: Fish (Frozen/Canned),
Shellfish

Paramount Ocean Product Inc.
310 Townsend Street, #110
San Francisco, California 94107
Tel:(415) 543-2331
Product: Salmon, Shrimp, Squid,
Scallops, Lobster, Crab

Phillips Sales Company Inc.
875 Walmanu Street,
Suite #535
Honolulu, Hawaii 96813
Tel:(808) 531-6441
Fax:(808) 526-0946
Product: Fish, Shellfish

Purcell International
2499 North Main Street,
Suite #200
Walnut Creek, California 94596
Tel:(415) 933-6100
Fax:(415) 933-3353
Product: Abalone, Clams, Crab,
Shrimp, Mussel, Oysters, Tuna,
Sardine, Mackerel, Salmon, Scallops,
Squid, Cod, Haddock, Surimi, Fish,
Shellfish

Race Street Fish & Poultry Company
P.O. Box 28385
San Jose,
California 95159-8385
Tel:(408) 294-6161
Fax:(408) 294-2080
Product: Broker of Lobster,
Flounder, Sablefish, Clams, Rockfish,
Scallops, Shrimp

Rainbow Inc.
98-715 Kuahao Place
Pearl City, Hawaii 96782
Tel:(916) 989-9676
Fax:(808) 487-0888
Product: Clams, Hokl, Shrimp, Mahi
Mahi, Octopus, Crab, Lobster

Red & White Foods Inc. (Dcl, Inc.)
834 Pohukaina Street
Honolulu, Hawaii 96813
Tel:(808) 524-4952
Fax:(808) 537-1536
Product: Tuna, Fish, Shellfish

Regal Fish Company Inc.
P.O. Box 497
Moss Landing, California 95039
Tel:(408) 633-2669
Fax:(408) 633-3881
Product: Rockfish, Sablefish, Dover
Sole, Butterfish, Petrale Sole

Royal Hawaiian Seafood
P.O. Box 281615
San Francisco, California 94128
Tel:(415) 658-6258
Product: Yellowfin Tuna, Clams,
Oysters, Mussels, Wahoo, Scallops

S.D. Fisheries Enterprises Inc.
1167 Montgomery Avenue
San Bruno, California 94066
Tel:(415) 588-9288
Fax:(415) 873-5813
Product: Milkfish, Rabbitfish, Shrimp,
Tilapia

San Francisco Trading Company
436-14th Street
Suite #801
Oakland, California 94612
Tel:(415) 835-4792
Fax:(415) 465-9520
Product: Frozen Fish, Shellfish

Sea Hawk Lobster Imports
1334 Deli Avenue
P.O. Box 703
Campbell, California 95009-0703
Tel:(408) 378-9944
Product: Lobster, Clam, Oyster,
Scallops, Mussel, Shellfish

Sea Port Brokerage International
Incorporated
15-10th Avenue
P.O. Box 704
San Mateo, California 94401
Tel:(415) 340-9900
Product: Frozen, Shellfish

Standard Fisheries Corporation
Foot of Leavenworth
San Francisco,
California 94102
Tel:(415) 673-5858
Fax:(415) 673-6362
Product: Fish, Shellfish

Swanson Brothers Seafood
30 Pamaron Way
Suite #203
Novato, California 94949
Tel:(415) 382-8033
Fax:(415) 382-8127
Product: Snapper, Cod, Ling Cod,
Halibut

T.M. Tobin Company Inc.
1291 East Hillsdale Boulevard,
Suite #213
Foster City,
California 94404
Tel:(415) 573-9937
Fax:(415) 573-0926
Product: Shrimp, Lobster, Crab,
Scallops, Fish (Fresh/Frozen)

Taylor United Agencies Inc.
1020 Aileen Street,
Suite #B
Lafayette,
California 94549
Tel:(415) 283-7960
Fax:(415) 283-8032
Product: Mussels, Clams

Tema Inc.
P.O. Box 3894
San Francisco,
California 94119
Tel:(415) 543-7890
Fax:(415) 543-0114
Product: Orange Roughy, Lobster,
Salmon, Shrimp

Tembata Guam Inc.
P.O. Box 6511
Tamuning,
Guam 96911
Tel:(011-671) 477-6203
Fax:(011-671) 472-2925
Product: Mahi Mahi, Tuna, Shrimp,
Octopus, Squid

Tensuke of Hawaii
1937 Republican Street
Honolulu,
Hawaii 96819
Tel:(808) 848-0315
Fax:(808) 848-2794
Product: Bonito, Eel, Salmon, Tuna,
Lobster, Shrimp, Octopus

Toshoku Los Angeles Inc.
465 California Street
San Francisco, California 94010
Tel:(415) 986-5622
Fax:(415) 986-0549
Product: Salmon Roe, Crab, Salmon
(Fresh/Frozen)

Tropic Fish & Vegetable Center
1020 Auahi Street
Honolulu,
Hawaii 96814
Tel:(808) 521-2936
Fax:(808) 531-4754
Product: Salmon, Lobster, Shrimp,
Clams, Oysters, Tuna, Fish

Tupman Thurlow Company Inc.
P.O. Box 5045
San Mateo,
California 94402
Tel:(915) 633-0777
Fax:(915) 633-9876
Product: Lobster Tail, Cod, Orange
Roughy, Flounder, Sole

U. Okada & Company Limited
P.O. Box 898
Honolulu, Hawaii 96808
Tel:(808) 536-0041
Fax:(808) 523-9072
Product: Mahi Mahi, Sablefish,
Surimi, Shrimp, Yellowfin Tuna,
Skipjack Tuna, Wahoo

U.S. Freezer Company
595 Figueroa Street
Monterey,
California 93940
Tel:(408) 536-0041
Fax:(408) 523-9072
Product: Yellowfin Tuna, Skipjack
Tuna, Wahoo, Mahi Mahi, Bait
Herring, Squid

Union Fish Company
100 Bush Street,
Suite #1801
San Francisco,
California 94104
Tel:(415) 392-6313
Fax:(415) 392-6028
Product: Yellowfin Tuna, Squid,
Shrimp, Octopus

United Fishing Agency
117 Ahui Street
Honolulu,
Hawaii 96813
Tel:(808) 536-2148
Fax:(808) 526-0137
Product: Tuna, Marlin

United Shellfish Company
Pier 47,
Foot of Jones
San Francisco,
California 94133
Tel:(415) 474-6845
Product: Wholesaler of Rockfish,
Petrale, Shrimp Meat, Lobster,
Scampi, Dungeness Crab, Flounder,
Sole, Crab Meat

Viking Foods Company
308-4th Street
Oakland, California 94607
Tel:(415) 465-1599
Product: Wholesaler of Salmon,
Shrimp, Squid

Vitalich, John J.
164 Eastwood Drive
San Francisco,
California 94112
Tel:(415) 587-4900
Product: Broker of Shellfish
(Fresh/Frozen)

Watahan Nohora International Inc.
1638 Post Street
San Francisco,
California 94115
Tel:(415) 931-5829
Fax:(415) 931-6215
Product: Salmon, Mackerel, Red
Snapper, Octopus, Eel, Spot Prawns,
Snow Crab, Clams, Prawns

West Coast Seafood Company
416 Bay Street
San Francisco,
California 94133
Tel:(415) 673-6151
Product: Wholesaler of Flounder,
Rockfish, Salmon, Swordfish,
Dungeness Crab, Shrimp, Prawns

Wonkow International Enterprises
603 Jackson Street
San Francisco,
California 94133
Tel:(415) 956-4340
Fax:(415) 956-4355
Product: Shark Meat, Sea Horse,
Sea Cucumber

Y. Hata & Company Limited
741 Ilalo Street
Honolulu,
Hawaii 96813
Tel:(808) 531-5082
Fax:(808) 531-4584
Product: Mahi Mahi, Mackerel, Tuna,
Canned Fish

CANADIAN CONSULATE GENERAL
300 South Grand Avenue
10th Floor,
California Plaza,
Los Angeles,
California 90071,
United States of America
Tel:(213) 687-7432
Fax:(213) 620-8827
Contact: Mr. Carl W. Light

MINNEAPOLIS, MINNESOTA

Although much of the U.S. Upper Midwest and Mountain States lies in the heart of beef and pork producing country, this territory boasts a higher than expected consumption rate of seafood products due to the relatively affluent and sophisticated metropolitan markets of Minneapolis/St. Paul and Denver. The Minneapolis area is headquarters to several grocery retail chains that have created highly innovative merchandising strategies for seafood. The Denver area has a lively restaurant/foodservice sector and is an important tourism destination. Strong demand exists for freshwater species (especially pickerel), salmon, cod, orange roughy, pollock, catfish, swordfish, shrimp, crab, clams, scallops and lobster.

J.P. Foodservice
9605 - 54th Avenue North
Plymouth, Minnesota 55442
Tel:(612) 559-9494
Fax:(612) 557-2295
Product: distributor, fish and seafood

American Fish and Seafood Co.
5501 Opportunity Court
Minnetonka, Minnesota 55343
Tel:(612) 935-3474
Fax:(612) 935-7861
Product: distributor, fish and seafood

Kraft Foodservice
11955 E. Peakview Ave.
Englewood, Colorado 80111
Tel:(303) 792-9230
Fax:(303) 643-4745
Product: distributor, seafood

Kraft American
2864 Eagandale Blvd.
Eagan, Minnesota 55121
Tel:(612) 454-6580
Fax:(612) 456-9840
Product: distributor, fish and seafood

Bellboy Meat Corporation
2220 Florida Avenue South
St. Louis Park, Minnesota 55426
Tel:(612) 544-7791
Fax:(612) 544-9642
Product: distributor, seafood

Nobel-Sysco Food Services Co.
1101 W. 48th Avenue
Denver, Colorado 80221
Tel:(303) 458-4000
Fax:(303) 480-3370
Product: distributor, seafood

SYSCO Minnesota
2400 County Road 5
St. Paul, Minnesota 55112
Tel:(612) 785-7395
Fax:(612) 785-7587
Product: distributor, seafood

Coastal Seafoods Inc.
2330 Minnehaha Avenue
Minneapolis, Minnesota 55404
Tel:(612) 724-5911
Fax:(612) 724-0689
Product: distributor, specialty fish

Shamrock Foods
5199 Ivy Commerce City
Denver, Colorado 80022
Tel:(303) 289-3581
Fax:(303) 288-5667
Product: distributor, seafood

Upper Lakes Foods, Inc.
801 Industry Avenue
Cloquet, Minnesota 55720
Tel:(218) 879-1265
Fax:(218) 879-1940
Product: distributor, seafood

Morey Fish Company
WIF International
742 Decatur Avenue North
Golden Valley, Minnesota 55427
Tel:(612) 541-1029
Fax:(612) 541-0518
Product: seafood distributor

Northeast Seafood Product
3303 Lawrence St.
Denver,
Colorado 80205
Tel:(303) 292-2526
Fax:(303) 292-6405
Product: distributor, seafood

CANADIAN CONSULATE
Suite #900,
701 Fourth Avenue South,
Minneapolis,
Minnesota 55415-1899
United States of America
Tel:(612) 333-4641
Fax:(612) 332-4061
Contact: Ms. Margaret L. Mearns

Olfisco Inc.
1915 Xenium Lane North
Plymouth, Minnesota 55441
Tel:(612) 557-7100
Fax:(612) 557-1250
Product: specialty food distributor

Seattle Fish Co.
6211 E. 42nd Avenue
Denver, Colorado 80216
Tel:(303) 329-9595
Fax:(303) 329-4157
Product: distributor, fish and seafood

Lyon Food Product Inc.
2301 Nevada Avenue North
Golden Valley, Minnesota 55427
Tel:(612) 544-4484
Fax:(612) 544-5205
Product: specialty food distributor

D.P.I. Dykstra
5575 Logan
Denver, Colorado 80216
Tel:(303) 296-8542
Fax:(303) 295-1554
Product: distributor, seafood

NEW YORK, NEW YORK

The market for seafood in the metropolitan New York - New Jersey area is tremendous. A substantial amount of seafood is purchased by the foodservices sector, and there are over 22,000 restaurants in the New York area, some of the more popular menu items are lobster, scallops, salmon, swordfish and tuna. Fillets of cod, sole, turbot, pollock and ocean perch are almost always in good demand. Some of the more popular Canadian products in the New York market are; Snow crab meat-clusters-cocktail claws, lobster-live and frozen in 11.3 oz. and 2lb cans, 20/30 count sea scallops, H & G salmon, H & G halibut, smelts and salt cod.

Caleb Haley & Company
14 Fulton Fish Market
New York 10038, New York
Tel:(212) 732-7474
Fax:(212) 349-2991
Contact: Neil Smith, President
Product: fish, shrimp, crab, oysters,
clams, mussels

B.G. Lobster & Shrimp Corp.
95 South Street
New York 10038, New York
Tel:(212) 732-3060
Fax:(212) 766-0147
Contact: Robert Grippa, V.P.
Product: fish, shrimp, lobster,
molluscs

Alba Speciality Seafood Company
233 Water Street
New York 10038, New York
Tel:(212) 349-5730
Fax:(212) 233-7459
Contact: Eric N. Kiwi
Product: fish, shrimp, crab, lobster

Arrow Seafoods Inc.
22 Fulton fish Market
New York 10038, New York
Tel:(212) 349-9660
Fax:(212) 406-8401
Contact: Arnold Smith, President
Product: crab, molluscs, squid

Iceberg Seafood Company Inc.
134 West 26th Street
New York, 10001, New York
Tel:(212) 989-9200
Fax:(212) 463-9824
Contact: Jack Geoffroy, President
Product: fish, shrimp, crab, lobster

J.F. Clarke Corporation
3000 Marcus Avenue, Suite 1E12
Lake Success, 11042, New York
Tel:(516) 328-8333
Fax:(516) 328-8346
Contact: James F. Clarke, President
Product: crab, lobster, molluscs

O'Brien Seafood Imports
106 Seventh Street, Suite 208
Garden City, 11530, New York
Tel:(516) 294-5758
Fax:(516) 294-5637
Contact: Arthur O'Brien
Product: fish, shrimp, crab, lobster

Two Cousins Fish Market
255 Woodcleft Avenue
Freeport, 11520
New York
Tel:(516) 379-5065
Fax:(516) 379-5068
Contact: Brian O'Donohue
Product: fish, shrimp, crab, lobster,
oysters, clams, mussels

L.N. White & Co. Inc.
225 W. 34th Street
New York, 10122
New York
Tel:(212) 239-7474
Fax:(212) 563-5389
Contact: Abe Moskowitz, V.P.
Product: shrimp, lobster

Pier 7 Inc.
18-20 Lackawanna Plaza
Montclair 07042
New Jersey
Tel:(201) 744-3821
Fax:(201) 744-6147
Contact: John T. Sullivan
Product: fish, shrimp, crab, lobster,
molluscs

CANADIAN CONSULATE GENERAL
1251 Avenue of the Americas
New York City,
New York 10020-1175
United States of America
Tel:(212) 596-1600
Fax:(212) 596-1793
Contact: Mr. Richard Campanale

SEATTLE, WASHINGTON

Despite the large volume of seafoods landed in this region, there are large quantities of specific seafoods still imported into the area. For example, there is \$17 million in halibut (virtually all from Canada) and over \$40 million in salmon (\$38 million pounds of farmed king from Canada) imported into the Seattle customs district each year. There are large amounts of shrimp, prawns, crab, lobster and tuna; and lesser amounts of sole, trout, cod, scallops, mussels, sardines, dogfish and octopus imported. Canadian producers have found and will continue to find this a good market for farmed salmon, shrimp, scallops, lobster and mussels.

Product distribution is performed through processors with wholesale operations, brokers (mostly for canned product) and wholesalers. Due to the consumers preference for familiar varieties, a strong demand continues for salt-water species such as salmon, halibut, sole, lingcod, sablefish, crab, clams, mussels, shrimp and scallops. Most any other fresh or frozen salt-water finfish is likely to enjoy similar prospects. Marketing for such species as mackerel, herring, hake, whitefish, or dried cod will require consumer education programs. Similar approaches, however, have been extremely lucrative for such varieties as hoki and orange roughy. With the existing demographics in this market, species such as sea cucumber, sea urchin, whelk, jellyfish have extremely limited domestic market prospects.

The greatest single obstacle for Canadian suppliers is continuity of supply, or at least, the perceived continuity of supply, rather than demand or price. Today's buyers are looking for a continuous, consistent and dependable supply. The most single important requirement in this market is consistent quality, both product workmanship and handling. Not only are buyers willing to pay more for quality (appearance, texture and taste), but are demanding it. Another important prerequisite to doing continued business in this market is supplier integrity. Buyers are increasingly sensitive to short-weights. You must deliver what you promise and stand behind your product.

Steuart Seafoods
Contact: Jeff Buske
Seattle

Tel:(206) 258-0407
Fax: 252-7427

Product: fresh and frozen to
foodservice and retail

Pacific Fish
Seattle
Contact: Victor Piha

Tel:(206) 623-1011
Fax: 382-4640

Product: fresh and frozen to
foodservice and retail

Portland Fish
Seattle

Contact: John Barnett
Tel:(503) 224-1611
Fax: 241-8786

Product: fresh, frozen, retail,
foodservice

SYSCO Food Services, Seattle
Contact: Rich Springer
Seattle

Tel:(206) 622-2261
Fax: 721-5447

Product: fresh and frozen to
foodservice

Pacific Seafood Co., Inc.
Seattle

Contact: Roger Dulcich
Tel:(503) 657-1101
Fax: 655-0737

Product: fresh and frozen to
foodservice and retail

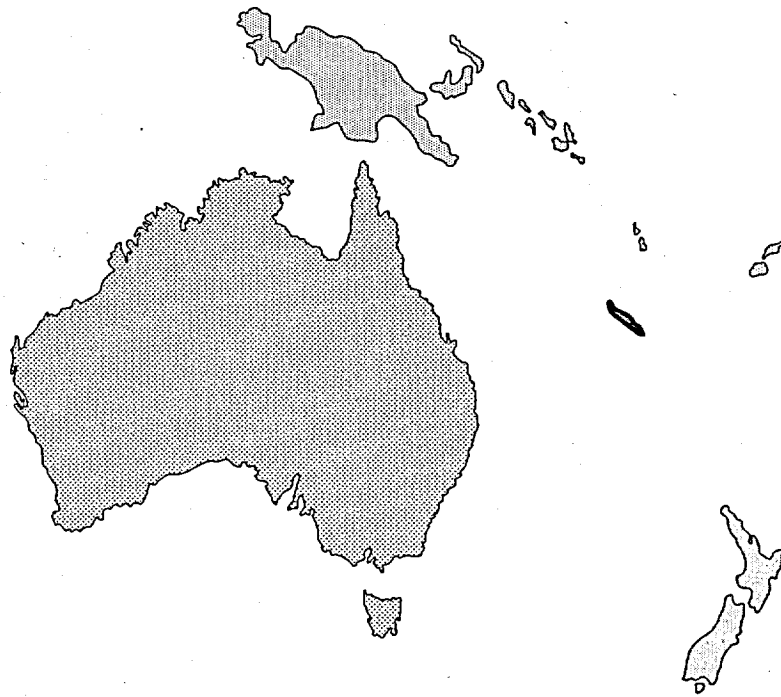
Foodservices of America
Seattle

Contact: Linda Cook (frozen),
Cheryl Kalerak (fresh)
Tel:(206) 251-9100
Fax: 251-8867

Product: fresh, frozen, foodservice

CANADIAN CONSULATE GENERAL
412 Plaza 600,
Sixth and Stewart Streets
Seattle,
Washington 98101-1286,
United States of America
Tel:(206) 443-1777
Fax:(206) 443-1782
Contact: Mr. Douglas D. McCracken

OCEANIA



AUSTRALIA

The Australian seafood market has undergone significant changes. Demand for seafood has been increasing, mostly due to rising consumption at restaurants. Over 33 per cent of total seafood eaten is consumed in the restaurant sector of the economy. There has been a major shift from processed seafoods towards fresh and frozen seafoods. Total value of imports of edible fisheries products increased by 5 per cent to AUD469 million, mainly as a result of higher fish imports last year. Total smoked salmon imports (AUD2.8M), canned salmon (AUD55M). Canadian market share: total fish exports (AUD36M), smoked salmon (AUD1+M), canned salmon (AUD32M), frozen fish meat (AUD1.3M+).

All imported foods are now liable to inspection by the Australian Quarantine and Inspection Service (AQIS) under the new imported foods inspection program. Extra testing has resulted in some delays and added costs. Products must comply with National Food Standards Code. The Post expects to satisfy requirements under the umbrella of Memorandum of Understanding between FANDO and AQIS covering fish and fishery products. Salmonids (fresh, chilled, frozen) are banned on quarantine grounds. Smoked salmon must be heat treated. The Post continues to defend existing levels of market access and need to enhance current levels.

Most fish products come in duty free. There has been a major shift away from processed seafoods towards fresh and frozen seafoods. The restaurant sector is highly vulnerable to a slowdown in economic activity and has been adversely affected in past year by weak economy. Economic improvements are expected in late 93/94, hence domestic demand and private consumption is expected to rise.

Melbourne Fish Market (largest by volume) auctioned 16,250 tonnes of fresh fish in 1992. Market services 500 buyers. Sydney Fish Market is another large market servicing key buyers (wholesalers, restaurants etc). Last October a new wholesale fish market was developed in Brisbane by Raptis Pacific Seafoods. (Four independent wholesalers operate from the site, which also houses the Brisbane Fish Auction).

There is a possibility of forming strategic alliances to position for and penetrate Asian markets (i.e. joint venture in processing companies located close to lucrative coastal and/or inland fisheries supplying complementary products, technology exchanges and marketing arrangements).

Acton Food Services
(Div. of Glacier Food Group Victoria)
Nagle Street, Wagga
Wagga N.S.W. 2650
Australia
Tel:(069) 21-4922, 21-4923, 21-4924
Fax:(069) 21-6420
Contact: Ray Johnstone, Manager
Product: Frozen Seafood

Allseas Food Services
(Div. of I & J Foods Limited)
34 Amex Avenue
Girraween NSW 2145
P.O. Box 151,
Toongabbie NSW 2146
Australia
Tel:(02) 636-7933
Fax:(02) 636-1077
Contact: Mr. Bob Zarb, General
Manager
Product: Fresh & Frozen Seafood

Chippy's Food Distributors Pty
Limited
2 Lillian Fowler Place
Marrickville NSW 2204
P.O. Box 110,
Marrickville N.S.W. 2204
Australia
Tel:(02) 550-4022
Fax:(02) 550-4006
Contact: Bill Lucas, Anthony
Exintaris
Product: Fresh & Frozen Seafood

Craig Mostyn and Co Pty Limited
187 John Street
Lidcombe NSW 2141
PO Box 103,
Lidcombe N.S.W. 2141
Australia
Tel:(02) 648-4800
Fax:(02) 647-2880
Product: Seafood

Edgells Birdseye Kelso
Bradford Street,
Kelso NSW 2795
PO Box 705,
Bathurst NSW 2795
Australia
Tel:(063) 31-5888
Fax:(063) 32-1013
Contact: Bob Snugden, K. Durman
Product: All Value Added Fish and
Seafood Products

Gourmet International Agencies P/L
33 Lord Street
Newton NSW 2042
Australia
Tel:(02) 557-5069, 517-1385
Fax:(02) 517-1385
Contact: Ralph Weiner
Product: Caviar, Smoked Salmon &
Marinated Fish, Other Specialty
Products

- Great Ocean Products Pty Limited**
30 Gordon Street
Rozelle NSW 2039
Australia
Tel:(02) 555-7250, 555-7259
Fax:(02) 555-7242
Contact: A.D. Ezekiel
Product: All types of Fish and Seafood Products, Crustaceans, Molluscs
- Interfrost Pty Limited**
Suite 3,
1 Kalinya Street
Newport NSW 2106
Australia
Tel:(02) 997-7533
TelEX:AA21912
Fax:(02) 997-7405
Contact: Judy Dyttko
Product: All seafood, specialising in Prawns & Hake
- Herlow Pty Limited**
5 North Road
Ryde NSW 2112
Australia
Tel:(02) 807-2781
Fax:(02) 807-2216
Contact: Peter Michniewicz
Product: All seafood, specialising in live lobster and fresh chilled fish and seafood
- I & J Foods Limited**
12-20 Rosebery Avenue
Rosebery NSW 2018
Australia
Tel:(02) 662-6255
Fax:(02) 663-4587
Contact: Andrew J. Wood
Product: Frozen Seafoods
- Manettas Limited**
Cnr Parsons and Mullens Streets
Rozelle NSW 2039
Australia
Tel:(02) 818-2222
Fax:(02) 810-7174
Contact: Grahame Turk
Product: Fresh, Frozen Fish and Seafood
- Manly Freezers Pty Limited**
30 Golf Parade
Manly NSW 2095
Australia
Tel:(02) 977-2211
Fax:(02) 977-2644
Contact: Trevor Horton
Product: Prawns, Fish & other Seafoods
- Marine Food Distributors Pty Limited**
5 Wattle Crescent
Pyrmont NSW 2009
Australia
Tel:(02) 660-4444
Fax:(02) 660-1292
Contact: H. Larcos, N. Larcos
Product: Fresh, Frozen, Dried, Salted, Fish, Lobster, Prawns, Scallops, Seafoods
- Markwell Pacific Limited**
Boyd's Bay, PO Box 42
Tweed Heads NSW 2485
Australia
Tel:(075) 36-1000
Fax:(075) 36-2049
Contact: M. Mackenzie
Product: Fish Fillets, Bugs, Spanner Crab, Prawns, Scallops, Squid & other formulated Seafood products
- Martins Seafoods Pty Limited**
Shop 4, Sydney Fish Markets
Pyrmont NSW 2009
Australia
Tel:(02) 692-9088, 692-9564
Fax:(02) 552-4458
Contact: Craig or Martin
Product: Fresh Crabmeat, Smoked Exotic Fish, Kosher Fish, Smoked Gemfish, Roe, Sliced Smoked Tuna, Sliced Smoked Kingfish
- Ricland Enterprises Pty Limited**
29 Bachel Avenue
Lidcombe NSW 2141
Australia
Tel:(02) 749-2266
Fax:(02) 749-2125
Contact: Irene Ngho
Product: All types of Seafood
- Craig Mostyn and Co Pty Limited**
132-136 Albert Road
South Melbourne Vic 3205
PO Box 2199 T Melbourne 3001
Australia
Tel:(03) 690-6188
Fax:(03) 699-5283
Product: All Seafoods
- PW Hannah and Associate (International) Pty Limited**
2nd Floor,
153 Park Street
South Melbourne Vic 3205
PO Box 206,
Australia
Tel:(03) 690-7677
Fax:(03) 696-1446
Contact: P.W. Hannah, FCAIA
Product: Frozen Fish and Products
- MC Seafoods P/L**
3 Reserve Street
Preston Vic 3072, Australia
Tel:(03) 416-9311
Fax:(03) 416-9774
Contact: Chris Gambrellis
Product: Frozen and Fresh Fish, Fish Fillets, Barramundi, Gemfish, Orange Roughy, Pilchards and Trevally; Abalone Meat and Bugs
- Palmas Seafood Distributors**
1-7 Lloyd Street
Kensington Vic 3031
PO Box 309, North
Melbourne Vic 3051, Australia
Tel:(03) 376-4466
TelEX:AA37683 PALINT
Fax:(03) 376-5793
Contact: David Shnider
Product: Frozen Seafood, Fish and Crustaceans
- Richmond Oyster Group Pty Limited**
437-443 Church Street
Richmond Vic 3121
Australia
Tel:(03) 429-2022
Fax:(03) 429-2384
Contact: Jim Anassis
Product: All Seafood

Seafood Imports Pty Limited
157 Salmon Street
Port Melbourne Vic 3207
PO Box 71, Port Melbourne Vic 3207
Australia
Tel:(03) 646-1071
Fax:(03) 646-3920
Contact: Trevor Spencer
Product: Frozen Seafood; Frozen
Fish; Mussels, Oysters, Prawns
Scallops and Other Crustaceans and
Molluscs; Octopus and Squid

Seapack Melbourne Pty Limited
Head Office: 1 Eastall Street
Malvern Vic 3144
Factory:Port Welshpool Vic 3965
Australia
Tel:(03) 576-0350
Fax:(03) 576-0353
Contact: Con Geralis
Product: Scallops, Fish Fillets,
Frozen and Smoked Seafoods

Seven Seas Sales Pty Limited
1-7 Lloyd Street
Kensington Vic 3031
Australia
Tel:(03) 376-4966
TelEX:AA37683 PALINT
Fax:(03) 376-9757
Contact: David Shnider
Product: Frozen Seafood, Fish and
Crustaceans

Burleigh Marr Distributors Pty
Limited
(Division of Manettas Limited)
2 Tingara Street
Cairns Qld 4870, Australia
Tel:(070) 35-2777
Fax:(070) 31-2595
Product: All Seafoods

Craig Mostyn and Co Pty Limited
1248 Lytton Road
Hemmant Qld 4174
PO Box 19, Hemmant Qld 4174
Australia
Tel:(07) 390-8755
Fax:(07) 890-1367
Product: All Seafoods

NA Gallagher and Sons Pty Limited
422 Lytton Road
Morningside Qld 4170
PO Box 303, Morningside Qld 4170
Australia
Tel:(07) 395-6199, 6402
Fax:(07) 395-5562
Contact: Noel Gallagher
Product: Frozen Seafood, Fish
Fillets, Prawns and Squid etc.

Raptis Pacific Seafoods
(Division of A. Raptis & Sons)
Colmslie Road, Colmslie Qld 4170
PO Box 54, Morningside Qld 4170
Australia
Tel:(07) 399-1944
Fax:(07) 899-1985
Product: All Seafoods

Rock Oysters Pty Limited
363 Lytton Road, Colmslie Qld 4170
PO Box 302, Morningside Qld 4170
Australia
Tel:(07) 399-9888
Fax:(07) 395-7522
Contact: Anna Elenis
Product: Fish, Oysters and Frozen

Seafood Traders of Australasia
(NA Gallagher and Sons Pty Limited)
422 Lytton Road,
Morningside Qld 4170
PO Box 303, Morningside Qld 4170
Australia
Tel:(07) 395-6199
Fax:(07) 395-5562
Contact: Barry Gallagher
Product: Frozen Fish, Fish Fillets,
Barramundi, Hake, Mackerel and
Shark, Prawns, Octopus and Squid;
Reef and Tropical Finfish Fillets,
Deep Water Species Fillets

Angelakis Bros Pty Limited
30 Field Street, Adelaide SA 5000
Australia
Tel:(08) 212-6544
TelEX:AA87561 ANGEL
Fax:(08) 231-1254
Contact: S. Sperou
Product: Seafoods

Cappo Bros Pty Limited
16 Glen Osmond Road
Parkside SA 5063
Australia
Tel:(08) 272-6755
Fax:(08) 272-7403
Contact: Morry Cappo
Product: Seafoods

Craig Mostyn and Co Pty Limited
122-130 Carrington Street
Adelaide SA 5000
P.O. Box 6050
Halifax Street
Adelaide SA 5000
Australia
Tel:(08) 232-3400
Fax:(08) 232-1005
Product: All types of Fish and
Seafood

International Oyster and Seafoods
Pty Limited
241-247 Franklin Street
Adelaide SA 5000
Australia
Tel:(08) 231-6441
Fax:(08) 212-6740
Contact: Kym Rogers
Product: Oysters and Seafood

Craig Mostyn and Co Pty Limited
6 Short Street,
Fremantle WA 6160
P.O. Box 462,
Fremantle WA 6160
Australia
Tel:(09) 335-6244
Fax:(09) 430-4223
Product: All Seafoods

Foodland Associated Limited
Cnr Baille and Bannister Roads,
Canning Vale WA 6155
P.O. Box 195,
Cloverdale WA 6105
Australia
Tel:(09) 455-9212
Telex: AA94156
Fax:(09) 455-9219
Contact: Don Greenhill
Product: All Seafoods

INF Pty Limited
467 Scarborough Beach Road
Osborne Park WA 6017
Australia
Tel:(09) 446-6499
TelEX:AA92390 INFIS
Fax:(09) 445-2257
Product: Seafoods and Frozen
Products

Kallis Bros Pty Limited
(formerly KFM Fisheries Pty Limited)
23 Catalano Road
Canning Vale WA 6155
Australia
Tel:(09) 455-2555
TelEX:AA93620
Fax:(09) 455-2556
Contact: Nicholas Kallis
Product: Seafoods

Sealanes (1985) Pty Limited
178 Marine Terrace
South Fremantle WA 6162
Australia
Tel:(09) 335-6344
TelEX:AA93306
Fax:(09) 430-4019
Contact: Sam Paino
Product: Fish, Fish Fillets, Shellfish,
Seafood, Ship Suppliers, Provedors

Westerberg Bait Supplies
PO Box 706 Albany WWA 6330
Australia
Tel:(098) 41 4745
Fax:(098) 41 7636
Contact: L.J. Roe
Product: All Fishing Baits; Pilchards,
Mackerel, Salmon and Squid

Western Ocean Seafood
5B Mary Street, Hazelmere WA 6055
Australia
Tel:(09) 280-1918
Fax:(09) 280-1928
Contact: Barry Boyer
Product: Frozen and Canned
Seafood, Frozen and Canned
Abalone, Prawns and Scallops

CANADIAN HIGH COMMISSION
Commonwealth Avenue
Canberra ACT 2600,
Australia
Tel:(011-61-6) 273-3844
Fax:(011-61-6) 273-3285
Contact: Ms. Rana Pudifin

NEW ZEALAND

The market for canned fish in New Zealand is a mature one with the principal imports being salmon and sardines. The imports total \$NZ35m of which Canada supplies \$NZ14.5m worth. This Canadian marketplace position has been under threat from cheaper canned salmon and sardines exporters such as Thailand, Russia and Chile. However, some of these products are being produced by companies owned by British Columbian (BC) canners.

Other important species such as tuna are making inroads into the canned fish market, but British Columbia canners often have an interest in these as well. The British Columbia Salmon Council has organized promotional activities to highlight the superiority of the Canadian product.

G.S. Lintott & Co. Limited
7 Stanway Place
Ellerslie, Auckland
New Zealand
Tel:(09) 579 2333
Fax:(09) 579 2355
Product: canned fish

Unifoods New Zealand Limited
P.O. Box 9926
Auckland
New Zealand
Tel:(09) 524 1000
Fax:(09) 524 1023
Product: canned fish

Foodstuffs (south island) Ltd
Private Bag 4705
Christchurch
New Zealand
Tel:(03) 352 6039
Fax:(03) 352 7454
Product: canned fish

James Crisp Limited
P.O. Box 1204
Auckland 1
New Zealand
Tel:(09) 309 0802
Fax:(09) 309 2452
Product: canned fish

Foodstuffs (Auckland) Limited
P.O. Box 27480, Auckland
New Zealand
Tel:(09) 638 9949
Fax:(09) 620 9790/620 5846/620
8638
Product: canned fish

Foodtown Supermarkets Ltd
Private Bag 93306
Auckland
New Zealand
Tel:(09) 275 2788
Fax:(09) 275 3074
Product: canned fish

Neil Cropper Limited
P.O. Box 62180
Auckland
New Zealand
Tel:(09) 276 7299
Fax:(099) 276 7825
Product: canned fish

Foodstuffs (wgtn) Co-op Society
Limited
P.O. Box 38896, Wellington
New Zealand
Tel:(04) 528 3049
Fax:(04) 527 8042
Product: canned fish

Woolworths (N.Z.) Limited
Private Bag 92115
Auckland
New Zealand
Tel:(09) 377 4710
Fax:(09) 309 5279
Product: canned fish

CANADIAN CONSULATE
9th Floor, Jetset Centre
44-48 Emily Place
Auckland 1, New Zealand
Tel:(011-64-9) 309-3690
Fax:(011-64-9) 307-3111
Contact: Keith L. McFarlane

SOUTH AMERICA



ARGENTINA

Argentiniens consume approximately 6 kilograms of seafood products per capita annually. About 95% of the seafood products consumed is supplied by the domestic fishing fleet and 5% is imported mainly from Spain and Chile. The following products are imported on a regular basis; canned sardines (Spain, Portugal, United Kingdom, Brazil), canned tuna (Spain, Ecuador, Brazil, Mexico, Venezuela), canned squid (Spain), canned mussels (Spain, Denmark), canned smoked pink salmon (Chile), canned pink salmon (Canada), frozen pink pacific salmon (Chile), frozen sardines (Spain, Portugal), frozen squid (Spain), frozen mussels (Spain), smoked pink salmon (Norway, Chile, United Kingdom), fresh pink pacific salmon (Chile).

Frozen Fish Sociedad Anonima
California 1364
(1289) Buenos Aires
Argentina
Tel:(541) 28-8604
Fax:(541) 21-8148
Contact: Gustavo Raul Pierni
Products: seafood

Delleplane S.A.
Avda. Alsina 655, Piso 3
(1087) Buenos Aires
Argentina
Tel:(541) 343-9483/8069/5958
Fax:(541) 331-0484
Contact: Ing. Pablo J. Delleplane
Products: seafood

Tradar S.A., Cia. de
Comercializacion Internacional
Jean Jaures 216, Piso 1
(1215) Buenos Aires
Argentina
Tel:(541) 865-
6310/13/68/729/9857/65
Fax:(541) 865-6314
Contact: Sr. Javier Rodriguez
Products: seafood

Alimentos Internacionales Ltd.
H. Yrigoyen 1991
(1601) Florida Prov Buenos Aires
Argentina
Tel:(541) 795-2390
Fax:(541) 331-2809
Contact: Nestor A. Fuertes P.
Products: seafood

CANADIAN EMBASSY

Tagle 2828
1425, Buenos Aires
Argentina
Tel:(011-54-1) 805-3032
Fax:(011-54-1) 806-1209
Contact: Mr. Hans Glansdorp

BRAZIL

Despite a huge coastline of approximately 7,000 kilometres including 200 miles of sea boundry, Brazil has a low fish catch. Brazil is the 20th largest fishing nation with landings of the order of 850,000 tonnes per year. Brazil is not a traditional fish and/or shellfish importer, except for some non-existent species in its waters which are considered luxuries, and its consumption is oriented to the higher social and economic levels of consumers who can afford paying more for top quality products.

Salted and dried cod is a favourite seafood of Brazillans. Imports are duty free. Fish is consumed all year round; although consumption tends to peak in the holy seasons of Christmas, Easter and Holy week. Other products such as squid, hake, herring, salmon, bonito, sardines and anchovies; are consumed in smaller quantities and considered luxuries. Such imports are subjected to an average of 35-55 percent in import duties. On the other hand, Brazil is an important exporter of lobster, shrimp, sardines, tuna, red pargy, white catfish and white croaker.

Bompreco S.A
Supermercados Do Nordeste
Avenida Caxang, 3841-Ipotinga
50670-902 - Recife, PE
Brazil
Tel:(55 81) 271-7204, 271-7326
Fax:(55 81) 271-1386
Contact: Roberto Novaes Pinto
Product: seafood

Carrefour Group
Rua Paul Valery,
255- Granja Julieta
04719 - Sao Paulo, SP
Brazil
Tel:(55 11) 521-1959
Fax:(55 11) 523-9425
Contact: Luiz Cursino
Product: seafood

CB Trading
Rua da Proclamao, 855
21040, Rio de Janeiro, RJ
Brazil
Tel:(55 21) 590-5122
Fax:(55 21) 270-9491
Contact: Erasmo Matias de Deus
Product: seafood

Pao de Acucar Trading
Av. Brigadeiro Luis Antonio,
3126 - 2. Andar
01402-901 - Sao Paulo, SP
Brazil
Tel:(55 11) 886-0731
Fax:(55 11) 885-8726
Contact: Mr. Andr di Fiori
Product: seafood

Casas Sendas S.A.
Rodovia Presidente Dutra,
No. #4301
So Joo Do Meriti, RJ
Brazil
Tel:(55 21) 751-4112
Fax:(55 21) 751-2120
Contact: Mr. Nelson Sendas
Product: seafood

Eldorado Trading SA
Rua Maua, 1100
01000 -
Sao Paulo, SP
Brazil
Tel:(55 11) 227-5211
Fax:(55 21) 228-6261
Contact: Mr. Adelino Verissimo
Product: seafood

Makro Atacadista S.A.
R. Carlo Listegno Carlucci,
#519
05536 - So Paulo, SP
Brazil
Tel:(55 11) 845-2741
Fax:(55 21) 844-4255
Contact: Nelson Raimundi Filho
Product: seafood

Brasif Comercial Export. E Import.
Rua da Assembleia, 51
20011-001-Rio de Janeiro, RJ
Brazil
Tel:(55 21) 292-1121
Fax:(55 21) 507-2122
Contact: Mr. J.F. Milans
Product: seafood

Paes Mendonca SA,
Praca Conde Dois Arcos, 1
Salvador, BA-CEP 40045
Brazil
Tel:(55 71) 243-4077/4022/1030
Fax:(55 71) 243-2798
Contact: M. Paes Mendonca
Product: seafood

Paes Mendonca SA, Sao Paulo
Rua Condessa Elizabeth Rodiano,
5500
Sao Paulo, SP-CEP 03704
Brazil
Tel:(55 11) 941-8144
Fax:(55 11) 941-8810
Contact: Vander L. Vasconcellos
Product: seafood

Paes Mendonca SA, Rio de Janeiro
Office
(Also independent purchases)
Rua General Padilha,
64 - 6. Andar
Rio de Janeiro, RJ
Brazil
Tel:(55 21) 580-5353
Fax:(55 21) 580-6788
Product: seafood

Contato Comercio Internacional
Rua Ibjia, 331 - 3. Andar
04524 - So Paulo, SP
Brazil
Tel:(55 11) 533-1955
Fax:(55 11) 240-1384
Contact: Mr. Joo B. Azevedo
Product: seafood

A. Ditolvo
Rua Miguel Carlos, 41 - Sala 51
01023 - Sao Paulo, SP
Brazil
Tel:(55 11) 229-0522
Fax:(55 11) 228-0935
Contact: Mr. Pedro Ditolvo
Product: seafood

Alberto Sequerra SA
Av. Rio Branco, 18 - 19 And.
Rio de Janeiro, RJ - CEP 20090
Brazil
Tel:(55 21) 253-8022
Fax:(55 21) 233-9101
Contact: Mr. Salvador Sequerra
Product: seafood

Andrea S.A.-Importao/Exportao
Rua da Alfndega, 425/435
Sao Paulo, SP - CEP 03030-000
Brazil
Tel:(55 11) 228-9422
Fax:(55 11) 227-5876
Contact: Mr. Andrea de Luca
Product: seafood

Aurora Ind. E Comercio Produtos
Alimenticios
Rua Funchal, 449
Sao Paulo, SP-CEP 04451
Brazil
Tel:(55 11) 820-2288
Fax:(55 11) 820-2735
Contact: Alberto Jacobsberg
Product: seafood

Gisa Com. Importacao/Export.
Rua Benjamin de Oliveira, 193/201,
Sao Paulo,
SP - CEP 03006, Brazil
Tel:(55 11) 227-2577
Fax:(55 11) 228-4356
Contact: Mr. Angelo Pesce
Product: seafood

Gomez Carrera Imp. E Exp. E
Rua Carneiro Leo, 203
03040 - So Paulo, SP
Brazil
Tel:(55 11) 279-1488
Fax:(55 11) 278-8375
Contact: M. L. Gomez Delgado
Product: seafood

Bruck Imp. Exp. E Com. Ltda
Rua Paula Souza, 216
01027-Sao Paulo, SP, Brazil
Tel:(55 11) 227-3111
Fax:(55 11) 229-1914
Contact: Mr. Osorio H. Furlan
Product: seafood

Cacique Exportadora E Importadora
SA
Av. das Naes Unidas,
10989-11 Andar
Sao Paulo, SP - 04578
Brazil
Tel:(55 11) 829-8233
Fax:(55 11) 729-7278
Contact: Mr. Marcel Legyel
Product: seafood

Casa Rocha Bastos Imp. Ltda
Rua do Arroz, 78
Rio de Janeiro, RJ - CEP 20000
Brazil
Tel:(55 21) 270-4744, 280-8335
Fax:(55 21) 590-2843
Contact: Mr. Rocha
Product: seafood

Casa Santa Luzia Imp. Ltda
Alameda Lorena, 1471
Sao Paulo, SP - CEP 01424
Brazil
Tel:(55 11) 883-5592
Fax:(55 11) 280-0663
Contact: J. da Conceicao Lopes
Product: seafood

Logiodice Comercial & Importadora
Ltda
Rua da Cantareira, 663
01024 - Sao Paulo, SP
Brazil
Tel:(55 11) 227-6364, 227-2466
Fax:(55 11) 227-7302
Contact: Mr. Pedro Logiodice
Product: seafood

Mainarde Importadora
Al. Joaquim Eugenio de Lima
01403 - So Paulo, SP, Brazil
Tel:(55 11) 285-1117
Fax:(55 11) 289-8256
Product: seafood

Emporio Santa Maria
Av. Cidade Jardim, 790
01454-000 Jardim Paulistano
So Paulo, SP, Brazil
Tel:(55 11) 816-4344
Fax:(55 11) 210-7173
Contact: O.P. de Albuquerque
Product: seafood

Expand Imp. Exp. Com. Ltda
Rua Freire da Silva,
180 Cambuci, Sao Paulo,
SP - CEP 01523, Brazil
Tel:(55 11) 279-0119
Fax:(55 11) 279-1062
Contact: O.P. de Albuquerque
Product: seafood

Fortuna Comercio Internacional
Rua Gen. Julio Marcondes Salgado,
56
01201-020 So Paulo, SP
Brazil
Tel:(55 11) 826-0266
Fax:(55 11) 826-6466
Contact: M. Salvador Iugano
Product: seafood

Franco-Suissa Imp. Exp. E
Representaces Ltda
Rua Machado Bittencourt, 392
04044 - Sao Paulo, SP, Brazil
Tel:(55 11) 549-7599
Fax:(55 11) 549-0305
Contact: Mr. Alfredo C. Srouer
Product: seafood

Oestreich Imp. E Exportacao
Rua Camerino, 83/85
20080-011 - Rio de Janeiro, RJ
Brazil
Tel:(55 21) 233-1375
Fax:(55 21) 253-8530
Contact: Mr. A. W. Viehfuss
Product: seafood

Polomar Comercial/Alimentos
Rua dos Jasmins, 164
04048, So Paulo, SP, Brazil
Tel:(55 11) 579-4360
Fax:(55 11) 579-6190
Contact: Mr. Paulo Rossi
Product: seafood

J.M.G. Importago & Exportaco
 Rua da Alfndega, 345
 03006-030 - Sao Paulo, SP
 Brazil
 Tel:(55 11) 229-1655, 227-3861
 Fax:(55 11) 227-7485
 Contact: L. Correa L. Gianetti
 Product: seafood

Gourmand Alimentos Ltda
 Rua Alvarenga, 572
 05509 - So Paulo, SP
 Brazil
 Tel:(55 11) 211-7325
 Fax:(55 11) 212-7824
 Contact: Mr. Sidney Bratt
 Product: seafood

Lapastina SA Com. Imp. E Exp.
 Rua da Alfandega, 146
 Sao Paulo, SP - CEP 03006
 Brazil
 Tel:(55 11) 227-6244
 Fax:(55 11) 227-8406
 Contact: Celso Fernandes Lapastina
 Product: seafood

Scandimport Imp. E Exportacao
 Rua Amazonas, 49
 Sao Paulo,
 SP - CEP 01123
 Brazil
 Tel:(55 11) 229-7413
 Fax:(55 11) 228-5425
 Contact: Mr. Moyses Katz
 Product: seafood

CANADIAN CONSULATE GENERAL
 Edificio Top Centre
 Avenida Paulista 854,
 5 Andar,
 01310-913 Sao Paulo SP,
 Federative Republic of Brazil
 Tel:(011-55-11) 287-2122
 Fax:(011-55-11) 251-5057
 Contact: William A. Jackson

Marcotrade Importadora Ltda
 Av. Republica do Libano, 635
 04501 - So Paulo, SP
 Brazil
 Tel:(55 11) 887-6622
 Fax:(55 11) 887-2492
 Contact: Mr. Pedro Russo
 Product: seafood

Mercado Comum Ltda
 Av. Brig. Faria Lima,
 2223-Conj. 155
 01451-Sao Paulo, SP, Brazil
 Tel:(55 11) 815-8285
 Fax:(55 11) 211-9118
 Contact: Mr. Gustavo Gimenez
 Product: seafood

Moyses Ferman-Representaces
 Rua da Cevada, 93 - Conj. 614
 21011 - Rio de Janeiro, RJ
 Brazil
 Tel:(55 21) 230-0572, 260-4517
 Fax:(55 21) 290-2922
 Contact: Mr. Moyses Ferman
 Product: seafood

Sesa - Comercio E Importao
 Estrada de Campo Limpo, 407
 05744-000, Sao Paulo, SP
 Brazil
 Tel:(55 11) 511-9011
 Fax:(55 11) 511-7088
 Contact: Mr. Peter Hardtmeir
 Product: seafood

Raro Shop Comercio Importaco E Exportaco Ltda
 Rua Joaquim Antunes, 381
 05415, Sao Paulo, SP
 Brazil
 Tel:(55 11) 280-6743
 Fax:(55 11) 280-1450
 Contact: Mr. Franco Petrich
 Product: seafood

Ricardo S/A Import./Export.
 Rua Paula Souza, 370
 Sao Paulo, SP-CEP 01027
 Brazil
 Tel:(55 11) 229-5672
 Fax:(55 11) 229-7028
 Contact: Lucky Constantinesco
 Product: seafood

Santar Comercio de Generos Alimenticios Ltda
 Rua Benjamin de Oliveira, 389
 03006-Sao Paulo, SP, Brazil
 Tel:(55 11) 227-7355
 Fax:(55 11) 227-2817
 Contact: Claudio Ferreira Moraes
 Product: seafood
Silmar Import. Export. Ltda
 Alameda dos Inhambiquaras, 1859
 04090-013,
 Sao Paulo, SP
 Brazil
 Tel:(55 11) 533-9860
 Fax:(55 11) 533-3003
 Contact: Luis Carlos Rodrigues
 Product: seafood

COLOMBIA

Despite the fact that Colombia is the only South American country with a two ocean coast, fishing is in infancy as an industry. Distribution of seafood products within the country is surprisingly limited, with the result being that this beef rich country does not import much in the way of seafood. Seafood products imported include canned tuna, sardines, salmon, herring and cod salted or in brine and the odd direct importation of fresh seafood by restaurants. Source countries for fish and seafood imports are mainly the U.S., Chile and Holland.

Overseas Duty-Free Supply
(Serving Colombia)
6966 N.W. 12th street
Miami, Florida 33126
Tel:(305) 591-1939
Fax:(305) 591-1626
Contact: Franklin Martinez
Product: seafood

Internaciones Ltda.
Carrera 4 No. 55-45
Cali, Colombia
Tel:(57-23) 471-884, 471-879
Fax:(57-23) 471-885
Contact: Luis J. Perez, Manager
Product: seafood

John Restrepo & Cia.
Carrera 50 No. 54-51
Medellin, Colombia
Tel:(57-4) 511-3840
Contact: John Restrepo
Product: seafood

Cadenalco S. A.
Calle 30 A No. 65B-57
Medellin, Columbia
Tel:(57-4) 265-1515
Fax:(57-4) 235-6196
Contact: German Jaramillo
Product: seafood

Carulla & Cia. S. A.
Carrera 68D No. 21-35
Santafe De Bogota, Colombia
Tel:(57-1) 292-4555/46
Fax:(57-1) 411-4194
Contact: Jairo Velez, Manager
Product: seafood

Pomona
Calle 109 No. 6-70
Santafe De Bogota, Colombia
Tel:(57-1) 215-8118/84
Fax:(57-1) 611-0225
Contact: Jaime Merino, Manager
Product : seafood

Supertiendas Olimpicas S.A.
Transversal 64A No. 26-95 Sur
Santafe De Bogota, Colombia
Tel:(57-1) 413-7075
Fax:(57-1) 413-6180
Contact: Pablo Villalba
Product: seafood

Cafam
Transversal 48 No. 94-47
Santafe De Bogota, Colombia
Tel:(57-1) 271-2853
Fax:(57-1) 613-2031
Contact: Arceslo Guerrero
Product: seafood

Colsubsidio
Calle 26 No. 25-50
Santafe De Bogota, Colombia
Tel:(57-1) 285-7557
Fax:(57-1) 287-4072
Contact: Patricia De Zamudio
Product: seafood

Restaurante El Buque
Calle 101 No. 18-18
Santafe De Bogota, Colombia
Tel:(57-1) 256-1979
Fax:(57-1) 610-7950
Contact: Clara Portella
Product: seafood

La Fragata Restaurant
Carrera 9 No. 77-19
Santafe De Bogota, Colombia
Tel:(57-1) 211-7662
Fax:(57-1) 211-7861
Contact: Felipe Calderon, General
Manager
Product: seafood

Casa Brava Restaurant
KM. 4.5, Via a la Calera
Santafe De Bogota, Colombia
Tel:(57-1) 612-4106
Fax:(57-1) 281-1928
Product: seafood

CANADIAN EMBASSY
Calle 76, No. 11-52
Santafe de Bogota,
Colombia
Tel:(011-57-1) 217-5555/5152
Fax:(011-57-1) 310-4509

GUYANA

Domestic consumption of locally produced fish and seafood products is very high. Large scale imports of fish and seafood into the Guyana marketplace is limited to canned sardines and mackerel.

D Singh & Sons
11 American Street,
Georgetown, Guyana
Tel: 592-2-67280
Fax: 592-2-61316
Product: sardines

Geddes Grant Limited
25-26 Main Street, Georgetown
Guyana
Tel: 592-2-72301/72302/72303
Fax: 592-2-60310
Product: sardines

Grace Kennedy Guyana Limited
65 Main Street, Georgetown
Guyana
Tel: 592-2-74415/74419
Fax: 592-2-74417
Product: sardine, mackerel

M. Beepat & Sons Limited
100-101 Regent Street,
Georgetown
Guyana
Tel: 592-2-61292/57380
Product: sardines

CANADIAN HIGH COMMISSION
High and Young Streets
P.O. Box 10880
Kingston, Georgetown
Cooperative Republic of Guyana
Tel:(011-592-2) 72081-3
Fax:(011-592-2) 58380

PERU

Peru is an important producer and exporter of a wide variety of seafood products, and whose imports are negligible. The minimal imports entering the domestic market in small amounts are dry/salted cod sourced from Norway and canned sardines imported from Spain and Portugal.

CANADIAN EMBASSY
Federico Gerdes 130,
(Antes Calle Libertad)
Miraflores, Lima
Republic of Peru
Tel:(011-51-14) 44-40-15
Fax:(011-51-14) 44-43-47
Contact: Mr. Oscar G. Vásquez

VENEZUELA

The Venezuelan seafood industry is managed by small independent fisherman who generate a great percentage of the country's consumption. Trade intermediates with transport and refrigeration facilities tend to make the local supply unstable and precarious with high prices, thus making fresh seafood a luxury product for most Venezuelan consumers. Aquaculture is very new and most companies are looking to increase production and profit in different market areas. Many opportunities exist for Canadian seafood exporters in Venezuela due to the significant increase in tourism and the expanding hotel and restaurant trade. Imported species include; fresh, frozen, dried, salted and in brine crustaceans (shrimps and others) and molluscs with and without shells.

C.A. Distribuidora De Alim.
av. El Rosario, Edf. Cada,
Los Chorros, Caracas 1071.
Venezuela
Tel: (582) 283-5832
Fax: (582) 284-5113
Contact: Antonio Menendez
Products: Supermarket Chain

Central Madeirense C.A.
Calle el Limoncito, km.1,
Carretera Petare-Sta.
Lucia, edo. Miranda., Venezuela
Tel: (582) 291-2444
Fax: (582) 242-5860
Contact: Jose Viera
Products: Supermarket Chain

Automercado Sorocaima Srl.
Av. Diego Cisneros, edf. Gonargon,
Los Ruices, Caracas.
Venezuela
Tel: (582) 238-1711
Fax: (582) 239-0464
Contact: David Del Corral
Products: Supermarket Chain

Automercado Tia.
Av. Madrid, edf. Tia,
La California Norte, Caracas.
Venezuela
Tel: (582) 21-0623
Fax: (582) 22-2078
Products: Supermarket Chain

Int. De Desarrollo la Granja
av. La Estancia, Torre Diamen
P.O. 68855 Caracas, Venezuela
Tel: (582) 92-4233
Fax: (582) 993-3436
Product: fresh, frozen, processed

Consortio Com. Roberto Cor.
Edf. Roco, Calle 4 Con Calle 11,
Urbina, Caracas, Venezuela
Tel: (582) 241-1380
Fax: (582) 241-1540
Contact: Roberto Correa
Products: Fresh, Processed

Exportaciones, Importaciones y
Representaciones Hive.
Calle el Loro, edf. Isabel,
Quinta Crespo, Caracas.
Venezuela
Tel: (582) 41-7261
Fax: (582) 483-8225
Contact: Juan Gil Jimenez
Products: fresh, processed

Viveres Caracas C.A.
Edf. San Jose, Calle 600,
Quinta Crespo,
Caracas., Venezuela
Tel: (582) 49-7841
Fax: (582) 49-7846
Contact: Daj Karpel, Manager
Products: fresh, processed

La Marina Caracas C.A.
Mercado Mayor de Coche,
edf. A, local 31,
Coche, Caracas., Venezuela
Tel: (582) 681-5430
Fax: (582) 681-3331
Products: fresh, processed

Alimentos El Faro C.A.
3a. Transversal Norte, no 1,
Guaicaipuro, Caracas, Venezuela
Tel: (582) 571-5833
Fax: (582) 571-4239
Products: canned fish & seafood

Maxy's
av. Princ. Col. de Bello Monte,
Bello Monte, Caracas., Venezuela
Tel: (582) 92-0478
Fax: (582) 92-0070
Contact: Francisco Ramirez
Products: fresh, processed

Frigorifico Lara C.A.
Calle 500, edf. Hoel Perez, ofc.4,
Qui. Crespo, Caracas Venezuela
Tel: (582) 41-1948
Fax: (582) 483-9066
Contact: Salvatore Stelluto
Products: fresh, processed

Viveres Navarra C.A.
Horno Negro a Rio, Quinta Crespo,
Edf. Gonzalez-Navarra, Caracas.,
Venezuela
Tel: (582) 483-8995
Fax: (582) 42-4069
Contact: Jesus Ruiz De Otuva
Products: fresh, processed

Compañia Anonima Dist. Prod.
3a. Av. L. de Sabana Grande,
edf. Las Delicias,
Mezanina, Caracas 1060-a.
Venezuela
Tel: (582) 905-3674
Fax: (582) 71-4453
Products: fresh, processed

Camara De Imp/Exp. Del Puerto
Libre De Margarita. Charaima Entre
San Rafael, Porlamar,
edo. Nueva Esparta, Venezuela
Tel: (5895) 61-0108
Fax: (5895) 63-2222
Products: seafood

Int. De Alimentos y Delicatesses
Calle 9 con 6, edf. Int. de Alim. La
Urbina, Caracas, Venezuela
Tel: (582) 241-7475
Fax: (582) 241-9369
Contact: Jose Piñerua, Manager
Products: fresh, processed

Distribuidora Servifood's C.A.
Calle Chama, Cent. Com. polo1
local pb1-pb2,
Collinas de Bello Monte, Caracas,
Venezuela
Tel: (582) 752-1723
Fax: (582) 752-4069
Contact: Freddy Dugarte
Products: fresh, processed

Makro Comercializadora S.A.
av. Romulo Gallegos Con Carretera
Petare-Guarenas,
La Urbina, Caracas, Venezuela
Tel: (582) 242-2611
Fax: (582) 242-5725
Contact: Jacob de Jonge
Products: fresh, processed

CANADIAN EMBASSY
Edificio Torre Europa, Piso 7
Avenida Francisco de Miranda
Campo Alegre, Caracas 1060,
Republic of Venezuela
Tel:(011-58-2) 951-6166/67/68
Fax:(011-58-2) 951-4950
Contact: Mr. Luis Ramirez

Alimentos Margarita C.A.
Calle Los Laboratorios,
Edf. Torre beta, piso 1, ofc.103,
Los Ruices, Caracas, Venezuela
Tel: (582) 238-1711
Fax: (582) 238-0277
Contact: Eduardo Oropeza
Products: canned fish & seafood

Conservas Alim. La Gaviota
Calle Santa Rosa, no. 5,
Guaicaipuro, Caracas.
P.O. Box 3275 Caracas 1070-a.
Venezuela
Tel: (582) 573-3332
Fax: (582) 572-4953
Contact: Francisco Martinez
Products: canned fish & seafood

Proeba C.A.
Carretera Petare-Guarenas,
km. 4, Qta. La Florencia,
Sector La Florencia, Petare,
edo. Miranda., P.O. Box 7594
el Marques., Venezuela
Tel: (582) 291-2082
Fax: (582) 291-2958
Contact: Ricardo Castro Iglesias
Products: canned fish & seafood

Productos Mar C.A.
Av. Urdaneta, Esq. Las Ibarras, Edf.
Pasaje la Seguridad
Venezuela
Tel: (582) 561-1021
Fax: (582) 563-2070
Contact: Carlos tovar
Products: canned fish & seafood

Sigo S.A.
Av. Juan Bautista Arismendi,
Edf. La Proveduria, Porlamar
Edo. Nueva Esparta.
P.O. Box 369,
Venezuela
Tel: (5895) 22-150
Fax: (5895) 61-6256
Products: seafood

Selex de Venezuela C.A.
Av. Circunvalacion, Centro
Comercial Rene, Local b,
Mercado de Conejeros, Porlamar
edo. Nueva Esparta.,
Venezuela
Tel: (5895) 61-5522
Fax: (5895) 61-0545
Contact: Gionanni Incandela
Products: seafood

Lemca.
Av. Miranda,
Edf. Telecaribe, Porlamar,
Edo. Nueva Esparta., Venezuela
Tel: (5895) 24-244
Fax: (5895) 61-8267
Contact: Francisco Rotemberg
Products: seafood

Ratan de Margarita.
Av. 4 De Mayo,
Edf. Comercial Rattan, Porlamar,
Edo. Nueva Esparta.
Venezuela
Tel: (5895) 61-7911
Fax: (5895) 61-8021
Products: seafood

DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE
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If you are seeking advice and information about a specific area or country, Trade Commissioners in the *Geographic Trade Divisions* are available to assist you. They are located at 125 Sussex Drive, Ottawa, Ontario, K1A 0G2 [Fax:(613) 996-9103]. In addition, there are Trade Commissioners and Commercial Officers at the Canadian Embassy in The Hague.

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For further information exporters are encouraged to contact the ITC nearest you. Export counselling is also available through the Department of Foreign Affairs and International Trade's *InfoCentre* in Ottawa which can be reached toll free at 1-800-267-8376; local callers: 993-6435.

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Fax: (709) 772-2373

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Fax: (506) 851-6429

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Winnipeg, Manitoba
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Fax: (204) 983-2187

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Confederation Court Mall
134 Kent Street, Suite 400,
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Fax: (902) 566-7450

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Montreal, Quebec
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Tel: (514) 283-8185
Fax: (514) 283-8794

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Fax: (306) 975-5334

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1955 Smith Street
4th Floor,
Regina, Saskatchewan
S4P 2N8
Tel: (306) 780-5020
Fax: (306) 780-6679

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900-650 West Georgia Street
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9700 Jasper Avenue
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Fax: (403) 495-4507

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Calgary, Alberta
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Fax: (403) 292-4578

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