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# Canadian Fish and Seafood Exporters Sourcing Guide



1997



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CANADIAN FISH AND  
SEAFOOD EXPORTERS  
SOURCING GUIDE



1997

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Printed in Canada

We would like to thank our partners for their contributions to this Directory

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British Columbia Salmon Farmers Association  
Canadian Association of Fish Exporters  
Canadian Atlantic Lobster Promotion Association  
Enterprise P.E.I.  
National Seafood Sector Council  
New Brunswick Department of Fish and Aquaculture  
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Data base prepared by  
Market Intelligence Division(TBS)  
Department of Foreign Affairs  
and International Trade

125 Sussex Drive  
Ottawa, Ontario, Canada  
K1A 0G2

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

*(Publié également en français)*

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## INTRODUCTION

Canada is the world's fifth largest fish exporter by value. In 1995 Canadian production of fish products amounted to more than \$3.7 billion, of which more than 88 per cent (\$3.25 billion) was exported. Canada exports fish products to some 100 countries around the world. The United States is Canada's largest export market, followed by Japan and the European Community. These three destinations collectively account for approximately 90 per cent of total exports.

Canada's competitive strength in fish products reflects its access to one of the world's richest and most diversified resource bases despite temporary shortages of some species. The diversity of some species and products available is related to the distinct features of Canada's Atlantic, Pacific, Arctic, Freshwater and Aquaculture fisheries. Industry's emphasis on the production of high quality, safe and nutritious products and Canada's inspection program add to the competitiveness of Canadian exports.

The larger processing operations are technologically sophisticated, producing a wide range of products, including ready-to-serve consumer products developed for the export market. The smaller plants tend to process the landings of fishermen from the immediate area, and include freezing plants, canneries, roe processing and curing operations. The Department of Fisheries and Oceans undertakes programs in support of Canada's economic, ecological and scientific interests in the oceans and inland waters and provides for the conservation, development and sustained economic utilization of Canada's fisheries resources.

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

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

## THE ATLANTIC FISHERY

In 1995 landings in Atlantic Canada totalled 628,805 tonnes, valued at \$1.32 billion. The most important species are lobster, redfish, clams, scallops, snow crab, shrimp and herring. Additional species landed include cod, haddock, flounder, pollock, greenland halibut, capelin, skate and mackerel.

The Atlantic fishery offshore fleet numbers about 50 technologically advanced trawlers operating year round. Since these vessels fish for long periods, the high quality of landed fish is achieved by state of the art handling on board, including freezing at sea, immediate bleeding, gutting, icing and boxing. In addition, there are about 30,000 smaller vessels that conduct seasonal midwater and inshore fishing. The high quality of catch in this sector is ensured by daily landings. In addition, 'quality superior' techniques such as longline and jigging are used extensively.

## THE PACIFIC FISHERY

In 1995 total landings in the Pacific fishery amounted to 198,753 tonnes, valued at \$398 million. Salmon is the mainstay of the British Columbia fishing industry. Major export markets for canned salmon include the U.K., continental Europe, Australia and New Zealand. France, Japan, the U.S.A. and Sweden are major markets for frozen salmon products. Herring roe exports to Japan rank second in importance after salmon. Groundfish such as redfishes, hake and flatfishes and shellfish such as oysters and crab are of growing importance of the Pacific fishery.

## THE FRESHWATER FISHERY

Canada's freshwater fisheries are concentrated around the Great Lakes and in Central and Northern Canada. In 1995, freshwater landings totalled 37,788 tonnes with a total value of \$48.4 million. A wide variety of prized freshwater species are processed, including whitefish, pickerel, northern pike, trout and sauger. The United States is the major market for Canada's freshwater species, followed by Europe and Japan.

## AQUACULTURE

Canada has a rapidly expanding aquaculture industry and the value of production reached \$343 million in 1995. The main species cultured in Canada continue to be Atlantic salmon, rainbow trout, oysters and mussels. In the salmon sector, which comprises the largest component of the industry, Atlantic salmon are overtaking Pacific salmon as the principal species on both coasts. Production of farmed salmon currently amounts to over 43.1 thousand tonnes with a farm gate value of \$288 million in 1995. Rainbow trout remains the dominant species throughout central Canada, although Arctic charr has attained commercial status. The search is under way to successfully raise such species as black cod, halibut, and wolffish.

## **QUALITY STANDARDS AND INSPECTION**

Canada's stringent fish inspection activities — which cover vessels, plants, unloading, holding and handling sites, and transportation equipment contributes to the production of safe and wholesome products for international markets.

The Canadian government's Fish Inspection Program is responsible for administering the Fish Inspection Act and Regulations. It has the responsibility for determining that fish and fish products produced in Canada meet regulatory requirements, are produced under sanitary conditions and are properly packaged and labelled. These responsibilities are carried out by inspectors located across the country, Field inspectors are supported by inspection laboratories that regularly test products to determine compliance to both Canadian and foreign requirements. This allows the field inspectors to certify Canadian fish products for the Canadian market.

The Quality Management Program (QMP), which began in 1992 is a joint industry/government initiative in which industry has accepted more responsibility for the monitoring of its own performance. The role of the government has been expanded to include an auditing function in addition to its ongoing inspection responsibilities.

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

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

## **CERTIFICATION SERVICES**

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

## **EXPORT TRADE SERVICES**

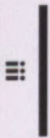
Canada maintains more than 100 trade missions abroad. The commercial section of the Canadian Embassy, High Commission or Consulate General is available to provide assistance to importers. All missions also have access to the World Information Network System (WIN) which contains detailed information on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

Export Trade Services are also provided by the geographic and sector bureau at Foreign Affairs and International Trade Canada (DFAIT) in Ottawa and by the International Trade Centers (ITC's) located in each province in Canada. The ITC's serve generally as the first point of contact for exporters.

The Sourcing Guide of Canadian Fish and Seafood Exporters has two new features: Internet e-mail addresses and Canadian companies that import fish and seafood. This Sourcing Guide has been prepared in consultation with Atlantic provincial governments. We gratefully acknowledge the financial contributions and promotional inserts by our partners who are listed on the inside cover and throughout the guide. We thank the Canadian Association of Fish Exporters for the use of the product availability charts found in the front of this guide.

Information in this guide is also available on computer diskette 3.5"- DOS or Windows format which can be obtained from the Canadian Trade Offices or in Canada at International Trade Centers or through the InfoCentre of DFAIT as can additional hard copies of the guide itself. The Infocentre fax is 1-613-996-9709 or Infocentre Internet e-mail account: [infocentre@fait.gc.ca](mailto:infocentre@fait.gc.ca).







# Seafood from Canada

## Atlantic

Common/Scientific Name	PROCESSED/VALUE-ADDED PRODUCTS																						
	FRESH/LIVE				PRINCIPAL TREATMENTS					PRINCIPAL FORMS													
	Winter	Spring	Summer	Fall	Frozen	Salted	Smoked	Dried	Pickled	Canned	Jarred	Fully Prepared	Whole	Dressed/H&G	Split	Fillets	Blocks	Portions/Sticks	Steaks	Surimi	Roe	Meat/Scallop/Pieces	
<b>FINFISH</b>																							
<b>Capelin</b> ( <i>Mallotus villosus</i> )																							
<b>Cod</b> ( <i>Gadus morhua</i> )																							
<b>Cusk</b> ( <i>Brosme brosme</i> )																							
<b>Eel</b> ( <i>Anguilla rostrata</i> )																							
<b>Flounders/Soles</b> ( <i>Hippoglossoides platessoides</i> , <i>Paralichthys dentatus</i> , <i>Pseudopleuronectes americanus</i> , <i>Glyptocephalus cynoglossus</i> , <i>Limanda ferruginea</i> )*																							
<b>Greenland Halibut</b> ( <i>Reinhardtius hippoglossoides</i> )																							
<b>Haddock</b> ( <i>Melanogrammus aeglefinus</i> )																							
<b>Hake</b> ( <i>Merluccius bilinearis</i> , <i>Urophycis tenuis</i> )*																							
<b>Halibut</b> ( <i>Hippoglossus hippoglossus</i> )																							
<b>Herring</b> ( <i>Clupea harengus harengus</i> )																							
<b>Mackerel</b> ( <i>Scomber scombrus</i> )																							
<b>Pollock</b> ( <i>Pollachius virens</i> )																							
<b>Redfish/Ocean Perch</b> ( <i>Sebastes</i> spp.)																							
<b>Salmon (Atlantic, farmed)</b> ( <i>Salmo salar</i> )																							
<b>Salmon (Atlantic, wild)</b> ( <i>Salmo salar</i> )																							
<b>Smelt (American)</b> ( <i>Osmerus mordax</i> )																							
<b>Tuna, Bluefin</b> ( <i>Thunnus thynnus</i> )																							
<b>SHELLFISH</b>																							
<b>Clam</b> ( <i>Mya arenaria</i> , <i>Mercenaria mercenaria</i> , <i>Macrormeris polynyma</i> )																							
<b>Crab</b> ( <i>Chionoecetes opilio</i> , <i>Cancer irroratus</i> )*																							
<b>Lobster (American)</b> ( <i>Homarus americanus</i> )																							
<b>Mussels</b> ( <i>Mytilus edulis</i> )																							
<b>Oysters</b> ( <i>Crassostrea virginica</i> )																							
<b>Scallops</b> ( <i>Placopecten magellanicus</i> )																							
<b>Shrimp</b> ( <i>Pandalus borealis</i> )																							

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

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



# Seafood from Canada

## Pacific and Freshwater

Common/Scientific Name	PROCESSED/VALUE-ADDED PRODUCTS																				
	FRESH/LIVE				PRINCIPAL TREATMENTS						PRINCIPAL FORMS										
	Winter	Spring	Summer	Fall	Frozen	Salted	Smoked	Dried	Pickled	Canned	Jarred	High Pressure	Dressed/PAC	Spill	Filets	Blocks	Portions/Skds	Steaks	Starchy	Box	Meat/Season
<b>PACIFIC FINFISH</b>																					
<b>Cod (Pacific)</b> ( <i>Gadus macrocephalus</i> )																					
<b>Flounders/Soles</b> ( <i>Parophrys vetulus, Lepidopsetta bilineata</i> )*																					
<b>Hake</b> ( <i>Merluccius productus</i> )																					
<b>Halibut</b> ( <i>Hippoglossus stenolepis</i> )																					
<b>Herring</b> ( <i>Clupea harengus pallasii</i> )																					
<b>Lingcod</b> ( <i>Ophiodon elongatus</i> )																					
<b>Rockfish</b> ( <i>Sebastes pinniger, S. alutus, S. brevispinis, S. ruberrimus</i> )*																					
<b>Sablefish</b> ( <i>Anoplopoma fimbria</i> )																					
<b>Salmon, Atlantic (Farmed)</b> ( <i>Salmo salar</i> )																					
<b>Salmon, Chinook (Wild)</b> ( <i>Oncorhynchus tshawytscha</i> )																					
<b>Salmon, Chinook (Farmed)</b> ( <i>Oncorhynchus tshawytscha</i> )																					
<b>Salmon, Chum (Wild)</b> ( <i>Oncorhynchus keta</i> )																					
<b>Salmon, Coho (Wild)</b> ( <i>Oncorhynchus kisutch</i> )																					
<b>Salmon, Coho (Farmed)</b> ( <i>Oncorhynchus kisutch</i> )																					
<b>Salmon, Pink (Wild)</b> ( <i>Oncorhynchus gorbuscha</i> )																					
<b>Salmon, Sockeye (Wild)</b> ( <i>Oncorhynchus nerka</i> )																					
<b>PACIFIC SHELLFISH</b>																					
<b>Clams</b> ( <i>Panope generosa, Tresus nuttali, Protothaca staminea, Saxidomus giganteus, Tapes philippinarum</i> )																					
<b>Crab, Dungeness</b> ( <i>Cancer magister</i> )																					
<b>Oysters</b> ( <i>Crassostrea gigas</i> )																					
<b>Sea Urchins</b> ( <i>Strongylocentrotus franciscanus</i> )																					
<b>Shrimp</b> ( <i>Pandalus jordani</i> )																					
<b>FRESHWATER FISH</b> (includes Manitoba, Alberta, Saskatchewan, the Northwest Territories, and Lake Erie)																					
<b>Mullet</b> ( <i>Catostomus commersonii</i> )																					
<b>Northern Pike</b> ( <i>Esox lucius</i> )																					
<b>Pickrel</b> ( <i>Stizostedion vitreum</i> )																					
<b>Sauger</b> ( <i>Stizostedion canadense</i> )																					
<b>Smelt</b> ( <i>Osmerus mordax</i> )																					
<b>Whitefish</b> ( <i>Coregonus clupeaformis</i> )																					
<b>White Bass</b> ( <i>Morone chrysops</i> )																					
<b>White Perch</b> ( <i>Morone americanus</i> )																					
<b>Yellow Perch</b> ( <i>Perca flavescens</i> )																					

Fresh/Live seasons are broken down as follows:

Winter: December, January, February

Spring: March, April, May

Summer: June, July, August

Fall: September, October, November

Freshwater fish are sold fresh only in North American markets.

□ No Catch

● Available

● Peak season

● Treatments available

● Forms available

**NOTES**



**ALBERTA**

**BILLINGSGATE FISH  
COMPANY LIMITED**

630 - 7th Avenue South East  
Calgary, AB  
T2G 0J7

Contact: *Bryan Fallwell, President*

Telephone: 403-571-7700

Fax: 403-571-7717

Products: *Whitefish — Fresh, frozen, smoked*

Annual Sales Range: 10 - 50M

Number of Employees: 73

Type of Business: *Processor,  
Wholesaler/Distributor*

Production Period: *Seasonal*

Brands: *Billingsgate, King of Fish*

**GENERAL MERCHANTS  
INTERNATIONAL INC.**

M.P.O. Box 11871

Edmonton, AB

T6C 1J6

Contact: *Richard N. Zukiwski, President*

Telephone: 403-463-0904

Fax: 403-466-3024

Products: *Salmon — Frozen, canned, smoked,  
portioned, specialty pack; Crab — Frozen,  
canned; Lobster — Frozen*

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 99%

Number of Employees: 3

Type of Business: *Trader, Exporter*

**MCKAY & ASSOCIATES**

973 East Chestermere Drive

Chestermere, AB

T1X 1A8

Contact: *Doug McKay, President*

Telephone: 403-273-5640

Fax: 403-273-5635

Products: *Salmon — Smoked*

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 20%

Number of Employees: 12

Type of Business: *Importer, Processor  
(Taylor Fisheries, Victoria, BC)*

Production Period: *Year round*

Brands: *Taylor Fisheries Smoked Salmon*

Countries of Interest: *Worldwide*

**MUNSON INTERNATIONAL  
TRADING LTD.**

19 Huntstrom Pl. NE

Calgary, AB

T2K 5V9

Contact: *James Chung, Manager*

Telephone: 403-680-2318

Fax: 403-275-1255

Annual Sales Range: *Less than 0.5M*

Percentage of Sales Exported: 100%

Number of Employees: 3

Type of Business: *Exporter, Trader*

## BRITISH COLUMBIA

### AGRIMARINE INDUSTRIES INC.

Sales Office: 206 - 1168 Hamilton Street  
Vancouver, BC  
V6B 2S2

Contact: Richard Buchanan

Telephone: 604-683-4166

Fax: 604-683-3744

E-mail: [intercan@mindlink.bc.ca](mailto:intercan@mindlink.bc.ca)

Plant: 4193 Middlepoint Road  
Campbell River, BC  
V9G 1A1

Contact: John Mitchell, Plant Manager

Telephone: 604-287-2345

Fax: 604-286-0596

Products: Chinook Salmon, King Salmon —  
Fresh, smoked, roe; Sockeye Salmon — Smoked;  
Salmon — Fillets, portions (IQF)

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 20%

Number of Employees: 100

Type of Business: Processor, Aquaculture  
(wild & farmed salmon)

Production Period: Year round

Brands: Cansalm Brand, Rugged Point

### ALBION FISHERIES LTD.

1077 Great Northern Way  
Vancouver, BC  
V5T 1E1

Contact: Robert Waggott,  
Sales and Marketing Manager  
Ken Green, Trading

Telephone: 604-875-9411

Fax: 604-875-0644

Sales Offices/Agents: In BC: Vancouver,  
Victoria, Kelowna

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

Annual Sales Range: 10 - 50M

Percentage of Sales Exported: 5%

Type of Business: Processor, Exporter, Importer,  
Trader, Wholesaler/Distributor

Production Period: Seasonal

### AQUATEC SEAFOODS LTD.

820 Shamrock Place  
Comox, BC  
V9M 3P6

Contact: Paul Vroom, President

Telephone: 250-339-6412

Fax: 250-339-4951

E-mail: [aquatec@mars.ark.com](mailto:aquatec@mars.ark.com)

Internet: <http://mars.ark.com/~aquatec/>

Products: Salmon — Whole, fillets, portions,  
fresh, frozen, smoked; Oysters — Whole, T.V.O.,  
live, frozen, I.Q.F., meats; Clams — Manilla,  
necks, butter, live, frozen, meat

Annual Sales Range: 1 - 2 M

Percentage of Sales Exported: 50%

Number of Employees: 40 - 50

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Moulinet, Pacific Orchard, Aquatec

Countries of Interest: United States, Pacific  
Asia, Europe/European Union

### ARCTIC SEAFOOD PRODUCTS LTD.

3777 Keith Street  
Burnaby, BC  
V5J 3B9

Contact: John Hurmuses, President

Telephone: 604-433-6020

Fax: 604-433-5453

E-mail: [75021.65@compuserve.com](mailto:75021.65@compuserve.com)

Products: Salmon Roe — Fresh, frozen; Salmon  
— Fresh, frozen; Sea Cucumber — Meat, skins

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 70%

Number of Employees: 50

Type of Business: Processor, Trader,  
Wholesaler/Distributor, Exporter

Production Period: Year round

### ASTRA INDUSTRIES INC.

329 Railway Street  
Vancouver, BC  
V6C 1A5

Contact: Carl MacRae

Telephone: 604-669-3741

Fax: 604-669-9732

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

Annual Sales Range: 50M+

Percentage of Sales Exported: 40%

Number of Employees: 40

Type of Business: Processor,  
Wholesaler/Distributor, Exporter

Production Period: Year round

Brands: Astra

### BAYNES SOUND OYSTER COMPANY LTD.

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

Contact: Joe Tarnowski, Owner

Telephone: 604-335-2111

Fax: 604-335-0515

Products: Clams, Oysters — Fresh

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 50%

Number of Employees: 10 - 12

Type of Business: Processor, Aquaculture,  
Exporter, Wholesaler/Distributor

Production Period: Year round

Brands: Baynes Sound Oyster Co. Ltd.

### BELLA COOLA FISHERIES LTD.

9829 River Road  
Delta, BC  
V4G 1B4

Contact: Tim Turyk, President  
Rudy Rockl, Sales Manager  
Michelle Vecchio, Canned Sales

Telephone: 604-583-3474

Fax: 604-583-4940

E-mail: [info@belcofish.com](mailto:info@belcofish.com)

Internet: <http://www.belcofish.com>

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

Annual Sales Range: 10 - 50M

Percentage of Sales Exported: 75%

Number of Employees: 150

Type of Business: Processor

Production Period: Herring (March - July),  
Salmon (July - November)

Brands: Canned product — buyer's brand, Gift  
pack — Pacific Natural, Frozen — Bella Coola



# Wild Life



The five species of wild Canadian Pacific salmon offer an unparalleled choice of size, colour, oil content, texture, taste, product form and price and enjoy a proven reputation among the world's top quality seafood.

For more information on suppliers and products, contact

**THE BRITISH COLUMBIA SALMON MARKETING COUNCIL**

Suite 1100 - 1200 West 73rd Avenue, Vancouver, British Columbia, Canada V6P6G5  
Telephone: 604-267-3030 Fax: 604-266-3097 Email: [BCSMC@bcsalmon.ca](mailto:BCSMC@bcsalmon.ca)



## BRITISH COLUMBIA

### BLUNDELL SEAFOODS LTD.

11351 River Road  
Richmond, BC  
V6X 1Z6

Contact: *Billy Leung*  
Telephone: 604-270-3300  
Fax: 604-270-6513

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

Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 50%  
Number of Employees: 35 – 60

Type of Business: *Processor, Wholesaler/Distributor, Exporter, Importer*

Production Period: *Year round*

Countries of Interest: *Hong Kong, China, Taiwan, Japan, Singapore, Philippines, Korea, United States*

### BRITISH COLUMBIA PACKERS LIMITED

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

Contact: *Ike Baart, V.P., Export Sales*  
Telephone: 604-277-2212/241-3402  
Fax: 604-241-3461

E-mail: *bcpikb@bcp.westons.ca*

Products: *Pacific Wild Salmon — Fresh, frozen, canned, smoked, roe; Tuna — Canned and pet food; Herring, Herring Roe, Fish Meal, Farmed Salmon*

Annual Sales Range: 200M+  
Percentage of Sales Exported: 65%  
Number of Employees: 1,500

Type of Business: *Processor, Aquaculture, Trader, Exporter, Importer*

Production Period: *Year round*

Brands: *Clover Leaf, Paramount, Rose Marie, Universal, Rupert, Fraser, Nelbro*

Countries of Interest: *Currently Exporting to 45 Countries, Global interest*

### CALKINS & BURKE LTD.

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

Contact: *David Calkins, President*  
*Carl MacRae, Export Sales Manager*  
Telephone: 604-669-3741

Fax: 604-669-9732

Products: *Wild and farmed Salmon — Fresh, frozen, canned, smoked, portioned, roe, dressed, specialty pack, troll-caught; Cod, Sole — Fresh; Fresh and frozen Dungeness Crab — Fresh, frozen; Herring — Roe; Halibut — Frozen*

Annual Sales Range: 50M  
Percentage of Sales Exported: 40%  
Number of Employees: 40

Type of Business: *Processor, Wholesaler/Distributor, Exporter*

Production Period: *Year round*

Brands: *Astra, Royal Canadian, Norden*

### CAMPBELL RIVER FISHING CO. LTD.

1330 Homewood Road  
Campbell River, BC  
V9W 3N7

Contact: *Takao Matsunaga, President*  
Telephone: 250-286-0887  
Fax: 250-830-0441

Products: *Salmon — Fresh, frozen, dressed, troll-caught, net-caught; Prawns — Frozen*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 75%  
Number of Employees: 15

Type of Business: *Processor, Exporter, Wholesaler/Distributor*

Production Period: *August 1 – November 30*

### CANADA SEAFOOD INC. — C.S.I. INTERNATIONAL

#202A – 7080 River Road  
Richmond, BC  
V6X 1X5

Contact: *George W.Y. Mok, President*  
Telephone: 604-270-0887  
Fax: 604-273-6729

Sales Agents: *In Southeast Asia: Taiwan, Hong Kong, Singapore, Malaysia*

Products: *Salmon — Fresh, frozen, canned, smoked; Black Cod, Sole, Shark, Whitefish — Frozen; Crab, Lobster, Geoduck — Live; Oyster — Fresh, frozen, live, whole-in-shell; Capelin — Frozen, salted/dried*

Annual Sales Range: 1 – 5M  
Percentage of Sales Exported: 100%  
Number of Employees: 5  
Type of Business: *Exporter*  
Production Period: *Year round*  
Brands: *Maple Leaf, Topline*

### CANADIAN FISHING COMPANY

Foot of Gore Avenue  
Vancouver, BC  
V6A 2Y7

Contact: *Gordon Stuart, Export Canned Sales*  
*Dan Nomura, Export Fresh/Frozen Sales*  
Telephone: 604-681-0211

Fax: 604-681-3277

E-mail: *dan@canfisco.com or gordon@canfisco.com*

Products: *Salmon — Canned, fresh, frozen; Herring — Roe*

Annual Sales Range: 50M+  
Percentage of Sales Exported: 75%  
Number of Employees: 60 (permanent), 600 (seasonal)

Type of Business: *Processor, Exporter*

Production Period: *April – May, July – September*

Brands: *Gold Seal*

### CANADIAN SELECT ENTERPRISES LTD.

180-6260 Graybar Rd.  
Richmond, BC  
V6W 1H6

Contact: *John Krygsveld, President*  
Telephone: 604-270-9879  
Fax: 604-270-9801

Products: *Salmon (Pacific, Coho, King, Sockeye) — Canned, smoked, portioned, specialty pack, gift pack, troll-caught*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 2%  
Number of Employees: 3

Type of Business: *Wholesaler/Distributor*

Production Period: *Year round*

Brands: *Canadian Select*

Countries of Interest: *Worldwide*

## BRITISH COLUMBIA

### COAST — ALL PACIFIC AGENTS LTD.

2050 Sandown Place  
North Vancouver, BC  
V7P 3H7

Contact: Hans Oppermann, Manager

Telephone: 604-985-1350

Fax: 604-985-1350

Products: Salmon — Fresh, frozen;  
Pollock — Fresh; Pink Salmon - Fresh, canned

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 60%

Type of Business: Exporter, Trader, Custom  
orders to buyers' specifications

Production Period: Year round

### COAST ISLAND SEAFOODS

6000 Island Highway West  
Qualicum Bay, BC  
V9K 2E1

Contact: Doug Gray, President  
Russell Bell, Vice President

Telephone: 604-757-8533

Fax: 604-757-8447

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

Annual Sales Range: Up to 5M

Percentage of Sales Exported: 60%

Number of Employees: 6

Type of Business: Processor,  
Wholesaler/Distributor, Exporter

Production Period: Year round

Countries of Interest: Asia

### COASTWIDE FISHING LTD.

209 – 3740 Chatham Street  
Richmond, BC  
V7E 2Z3

Contact: Dick Yamazaki, Director  
Martin Matsutani, Manager

Telephone: 604-272-1106

Fax: 604-272-0992

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

Black Cod — Frozen

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 7

Type of Business: Processor, Exporter

Production Period: March – December

Brands: Elite

Countries of Interest: Japan, Europe, Asia

### DEL MAR INTERNATIONAL SEAFOODS LTD.

1729 Midgard Avenue  
Victoria, BC  
V8P 2Y6

Contact: Ian Rudiak, Director  
Nina Rudiak, Director

Telephone: 604-477-9336

Fax: 604-477-9386

Products: Goose Barnacles — Live; Salmon,

# Farmed for our future...



**SALMON FARMERS ASSOCIATION**

#506-1200 W. Pender St., Vancouver, B.C. V6E 2S9

Tel: (604)682-3077 Fax: (604)669-6974 email: davignon@bcsalmonfarms.bc.ca

Chum — Frozen; Salmon, Sockeye — Frozen,  
smoked

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Type of Business: Exporter

### DOLLAR FOOD MFG. INC.

1410 Odium Drive  
Vancouver, BC  
V5L 4X7

Contact: K. Chow, Director  
K. Wong, President

Telephone: 604-253-1422

Fax: 604-253-2226

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

Annual Sales Range: 2.5 – 10M

## BRITISH COLUMBIA

Percentage of Sales Exported: 75%  
Number of Employees: 25  
Type of Business: Processor, Exporter, Distributor  
Production Period: Year round  
Brands: Dollar, Nutrasea  
Countries of Interest: United States, Southeast Asia, European Union

### E-FISH-ENT FISH COMPANY LTD.

5783 East Sooke Road  
Sooke, BC  
V0S 1N0  
Contact: Bryan Mooney, Proprietor  
Linda Mooney, Office Manager  
Telephone: 250-642-4007  
Fax: 604-642-4007  
E-mail: lbmooney@guild.bc.ca  
Products: Salmon — Smoked, smoked and retorted; Octopus — Smoked  
Annual Sales Range: Less than 0.5M  
Number of Employees: 3 – 4  
Type of Business: Processor, Exporter  
Production Period: February – December

### FANNY BAY OYSTERS LTD.

P.O. Box 209  
Union Bay, BC  
V0R 3B0  
Contact: Glen Hadden, President  
Rob Johnson, Production Manager  
Telephone: 604-335-0125  
Fax: 604-335-1211  
Products: Pacific Oysters — Fresh, shucked, live, whole-in-shell, IQF halfshell, IQF wholeshell, IQF shucked meats; Manila Clams — Fresh, IQF whole-in-shell; Butter Clams — Fresh, frozen, shucked  
Annual Sales Range: 4 – 5M  
Percentage of Sales Exported: 60% – 80%  
Number of Employees: 110  
Type of Business: Processor, Aquaculture, Exporter, Wholesaler/Distributor  
Production Period: Year round  
Brands: Fanny Bay Oysters; Fanny Bay Clams  
Countries of Interest: United States, Asia

### FINN BAY SEAPRODUCTS LTD.

Finn Bay Road, P.O. Box 54  
Lund, BC  
V0N 2G0  
Contact: Percy Redford, President  
Adrian Redford  
Telephone: 604-483-4766  
Fax: 604-483-9231  
Products: Herring — Roe on-kelp;  
Prawns — Frozen  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: More than 50%  
Number of Employees: Varies  
Type of Business: Processor

### FJORD PACIFIC MARINE INDUSTRIES

2400 Simpson Road  
Richmond, BC  
V6X 2P9  
Contact: Don Pollard, General Manager  
Ian Govan, Sales Manager  
Telephone: 604-270-3393  
Fax: 604-270-3826  
Products: Smoked Salmon, Tuna, Swordfish, Black Cod, Herring — Frozen, vac-packed; Salmon, Halibut — Portions; Herring — Pickled  
Annual Sales Range: 2.5 – 10M  
Number of Employees: 50  
Type of Business: Exporter  
Production Period: Year round  
Brands: Fjord, Dutch Boy  
Countries of Interest: Worldwide

### FMI FOOD MARKETERS INTERNATIONAL LTD.

240 – 12251 No. 1 Road  
Richmond, BC  
V7E 1T7  
Contact: Harry W. Guenther, President  
H.C. Wright, Marketing Coordinator  
B. Holme, Export Manager  
Telephone: 604-275-3664  
Fax: 604-275-3624  
Products: Salmon — Fresh, frozen, canned, smoked, salted/dried, breaded/prepared, portioned, specialty pack, gift pack, troll-caught; Halibut — Fresh, frozen, portioned, dressed; Herring — Roe  
Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 75%

Number of Employees: 6  
Type of Business: Trader, Exporter, Importer, Processor  
Production Period: March to November  
Brands: Royal Navy  
Countries of Interest: Worldwide

### FRENCH CREEK SEAFOOD LTD.

1097 Lee Road  
Parksville, BC  
V9P 2E1  
Contact: Gordon McLean, President  
Brad McLean, Secretary  
Telephone: 604-248-7100  
Fax: 604-248-7197  
Products: Halibut, Coho Salmon — Fresh; Sockeye Salmon — Fresh, frozen, roe, troll-caught; Spring Salmon — Fresh, roe, troll-caught; Chum Salmon — Fresh, roe; Dogfish — Backs, tails, fins, belly fillets  
Annual Sales Range: 8 – 10M  
Percentage of Sales Exported: 85%  
Number of Employees: 40  
Type of Business: Processor, Wholesaler/Distributor, Exporter  
Production Period: Year round  
Countries of Interest: Worldwide

### GREAT GLACIER SALMON LTD.

c/o 201 Cow Bay Road  
P.O. Box 1137  
Prince Rupert, BC  
V8J 1A2  
Contact: Gary Kushnik, Sales Broker  
Bob Gould, General Manager  
Telephone: 604-627-4955  
Fax: 604-627-7945  
Products: Frozen Salmon — Sockeye, Chinook, Coho; Salmon — Roe  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 100 %  
Number of Employees: 15 – 30  
Type of Business: Processor, Exporter  
Production Period: June through September  
Brands: Glacier Salmon



## BRITISH COLUMBIA

### H. CLEVELAND & CO. LTD.

150 - 6400 Roberts Street  
Burnaby, BC  
V5G 4C9  
Contact: Jun Ishikawa, General Manager  
Telephone: 604-298-4419  
Fax: 604-298-3542  
Products: Frozen Salmon  
Annual Sales Range: 5 - 6M  
Percent of Sales Exported: 10%  
Number of Employees: 4  
Type of Business: Trader, Importer  
Production Period: All season  
Brands: Hub City Fisheries, MGI Packers

### HARBOUR MARINE PRODUCTS LTD.

Box 1471  
Port Hardy, BC  
V0N 2K0  
Contact: Jason Ogilvie  
Telephone: 604-940-4458  
Fax: 604-940-4459  
Products: Prawns, Sea Urchin, Tuna, Salmon  
Annual Sales Range: 3M+  
Percentage of Sales Exported: 75%  
Number of Employees: 4  
Type of Business: Exporter  
Production Period: Year round  
Countries of Interest: Japan, Asia

### HARBOUR PACKING CO. LTD.

Box 82  
Coal Harbour, BC  
V0N 1K0  
Contact: R. Bailey  
Telephone: 250-949-9991  
Fax: 250-949-7770  
E-mail: planeth@north.island.net  
Products: Salmon, B.C. Spot Prawn, Urchin, Longline Cod, Tuna, Roe Halibut, Octopus  
Annual Sales Range: 4 - 6M  
Percentage of Sales Exported: 95%  
Number of Employees: 4 - 7  
Type of Business: Processor, Wholesaler, Seafood Exporter and Importer  
Production Period: Year round  
Countries of Interest: Asia, United States

### HARDY BUOYS SMOKED FISH INC.

P.O. Box 401  
Port Hardy, BC  
V0N 2P0  
Contact: Bruce Dirom, President  
John Dirom, Vice President  
Telephone: 604-949-8781  
Products: Salmon — Frozen, smoked  
Annual Sales Range: Less than 0.5M  
Number of Employees: 5  
Type of Business: Processor, Wholesaler/Distributor

### HERITAGE SALMON CO. INC.

P.O. Box 3235  
Vancouver, BC  
V6B 3X8  
Contact: Ken Hirtle, V.P. & G.M.  
Telephone: 506-648-1500  
Contact: Bert Bachmann, V.P.  
Telephone: 604-277-3093  
Fax: 604-275-8614  
Sales Offices/Agents: In Canada: Vancouver, Toronto, New Brunswick  
In U.S.A.: Boston, New Jersey, Los Angeles, Miami  
Products: Salmon (farmed, wild) — Fresh, dressed, fillets, steaks, portions; Trout  
Annual Sales Range: 60M+  
Percentage of Sales Exported: 75%  
Number of Employees: 100  
Type of Business: Producer, Processor  
Production Period: Year round  
Brands: Heritage  
Countries of Interest: United States, Japan, Taiwan, Korea, China, Hong Kong, Mexico, Brazil, Argentina, Venezuela

### HI-TO FISHERIES LTD.

1575 Vernon Drive  
Vancouver, BC  
V6A 3P8  
Contact: Masao Takenaka, Director-Sales  
Lawrence Chan, Vice President  
Telephone: 604-253-5111  
Fax: 604-251-6526  
Products: Sea Urchin — Fresh, frozen, live, whole-in-shell, roe; Geoduck Clams — Frozen, live, whole-in-shell; Salmon — Frozen, salted/dried, roe, dressed, troll-caught; Herring roe — Salted

Annual Sales Range: 10 - 50M  
Percentage of Sales Exported: 93%  
Number of Employees: 100 - 150  
Type of Business: Processor, Exporter, Importer  
Production Period: Year round  
Brands: Hi-To, Seafood Express  
Countries of Interest: Asia Pacific, United States, Europe

### HOSHO CANADA INC.

3A - 8765 Ash Street  
Vancouver, BC  
V6P 6T3  
Contact: T. Iino, Export Manager  
Telephone: 604-324-2718  
Fax: 604-324-2168  
Products: Salmon — Fresh, frozen, canned, smoked, salted/dried, troll-caught, roe; Halibut — Fresh, frozen; Herring — Roe; Imitation Crab; Kamaboko  
Annual Sales Range: 10 - 50M  
Percentage of Sales Exported: 85%  
Number of Employees: 8  
Type of Business: Trader, Exporter, Importer, Processor  
Production Period: Year round  
Brands: Mariners Pride, H.C.I., Hoshho Canada, Canadian Pride, Crystal Seas

### ICICLE SEAFOODS (B.C.) INC.

6001 60th Avenue  
Delta, BC  
V4K 4E2  
Contact: Mark Sandvik, Vice President Sales  
Telephone: 604-946-5160  
Fax: 604-946-5157  
Products: Pacific Salmon — Fresh, frozen, canned, troll-caught; Sablefish (Black Cod) — frozen; Pacific Halibut — Fresh, frozen; Pacific Crab — frozen, whole-in-shell; Pacific Cod  
Annual Sales Range: 50M +  
Percentage of Sales Exported: 60%  
Number of Employees: 200  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Icicle  
Countries of Interest: Worldwide

## BRITISH COLUMBIA

### IMPERIAL SALMON HOUSE LTD.

1632 Franklin Street  
Vancouver, BC  
V5L 1P4

Contact: Douglas Ray, President  
Robert Blair

Telephone: 604-251-1114

Fax: 604-251-3177

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

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 15%

Number of Employees: 4

Type of Business: Manufacturer, Wholesaler,  
Retailer

Production Period: Year round

Countries of Interest: Pacific Rim, Europe,  
United States

### INTERNATIONAL TRADE SERVICES CORPORATION

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

Contact: J.R. Harmer, President

Telephone: 604-681-8165

Fax: 604-687-3589

Products: Salmon — Fresh, frozen, canned

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 25%

Number of Employees: 110

Type of Business: Trader

### ISLAND SCALLOPS LTD.

5552 West Island Highway  
Qualicum Beach, BC  
V9K 2C8

Contact: Robert Saunders, President  
Paul Foreman, Sales

Telephone: 604-757-9811

Fax: 604-757-8370

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

Annual Sales Range: More than 1M

Percentage of Sales Exported: 75%

Number of Employees: 20

Type of Business: Processor, Aquaculturist,  
Exporter, Importer

Production Period: Year round

Brands: Island Scallops

### ITOCHU CANADA LTD.

770 - 999 Canada Place  
Vancouver, BC  
V6C 3E1

Contact: Hiroshi Moroda, Manager

Telephone: 604-683-5764

Fax: 604-688-9293

Products: Herring Roe — Salted;  
Salmon — Frozen

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 100%

Number of Employees: 20

Type of Business: Exporter

### J.H. SHEERE AND ASSOCIATES LTD.

3361 Viewmont Place  
Port Moody, BC  
V3H 2L6

Telephone: 604-469-6949

Fax: 604-469-6950

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

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 40%

Number of Employees: 4

Type of Business: Exporter,  
Wholesaler/Distributor, Trader

Brand: Northleaf

### J.S. MCMILLAN FISHERIES LTD.

2199 Commissioner Street  
Vancouver, BC  
V5L 1A4

Contact: Colin McMillan, V.P. Sales/Marketing

Telephone: 604-255-5191 or  
604-255-7991(Sales)

Fax: 604-255-4600 or 604-255-7118 (Sales)

Products: Salmon — Fresh, frozen, canned,  
smoked, salted/dried, portioned, roe, dressed,  
specialty pack, troll-caught; Herring — Frozen,  
salted/dried, roe; Ocean Perch — Fresh, frozen,  
dressed; Pacific Cod — Fresh, frozen, smoked,  
salted/dried, portioned, roe, headed & gutted;  
Rockfish — Fresh, frozen, portioned, specialty  
pack; Halibut — Fresh, frozen, smoked, por-  
tioned, dressed; Turbot (Arrowtooth Flounder) —  
Frozen, dressed; Hake — Frozen; Skate Wing  
(Whole) — Fresh, frozen; Ling Cod — Fresh,  
frozen, smoked, salted/dried, portioned, roe,  
headed & gutted; Petrale Sole, Dover Sole, Rock  
Sole, English Sole — Fresh, frozen  
Annual Sales Range: 50M+

Percentage of Sales Exported: 70%

Number of Employees: 250

Type of Business: Processor, Importer

Production Period: Year round

Brands: J.S. McMillan, ABC, Silver Sea,  
Challenger

### KAWAKI (CANADA) LTD.

6160 London Road  
Richmond, BC  
V7E 4J2

Contact: Andy Makita, Manager

Telephone: 604-277-7158

Fax: 604-277-1845

Products: Salmon — Fresh, frozen, salted,  
smoked

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 25 - 70 (seasonal)

Type of Business: Processor, Exporter

Production Period: Year round

Countries of Interest: Japan

### KAWASHO INTERNATIONAL CANADA LTD.

P.O. Box 49182, 3 Bentall Centre  
Suite 1483 - 595 Burrard Street  
Vancouver, BC  
V7X 1K8

Contact: Yorihsa Suwa, General Manager

Telephone: 604-689-7389

Fax: 604-685-4195

Products: Frozen Salmon; Salmon Roe

Annual Sales Range: 10 - 50M

Percentage of Sales Exported: 100%

Number of Employees: 2

Type of Business: Trader

Countries of Interest: Japan

### KENTO SEAFOODS LTD.

12411 Vulcan Way  
Richmond, BC  
V6V 1J7

Contact: Ken Hayashi  
Andrew Miu

Telephone: 604-273-8777

Fax: 604-273-7887

E-mail: ksl@aicom.com

Products: Lobster — Live, frozen; Baby Eel,  
Crab, Oyster, Geoduck, King Crab, Fresh Farm  
Salmon, Oyster Meat, Frozen Sea cucumber

## BRITISH COLUMBIA

*meat, Geoduck neckmeat, Salmon, Prawns, Scallops*  
Annual Sales Range: 10 – 15M  
Percentage of Sales Exported: 90%  
Number of Employees: 20 – 60 (Seasonal)  
Type of Business: Processor, Exporter, Importer, Wholesaler/Distributor  
Production Period: Year round  
Countries of Interest: Japan, Taiwan, Hong Kong, United States, Korea, Singapore, China, Phillipines

### **KENWEST ENTERPRISES LTD.**

1604 – 750 West Pender Street  
Vancouver, BC  
V6C 2T8

Contact: Ken Shinozaki, President

Telephone: 604-688-4211

Fax: 604-684-3498

E-mail: kenwest@mindlink.bc.ca

Products: Sea Urchin (red & green) — Fresh, frozen, live, roe; Salmon — Fresh, roe, dressed; Crab — Fresh, live

Annual Sales Range: 25M

Percentage of Sales Exported: 99%

Number of Employees: 6

Type of Business: Exporter, Trader

Countries of Interest: Japan, Asia

### **KLAUS SAUSAGE & SALMON HOUSE INC.**

708 Island Highway, Box 568  
Campbell River, BC  
V9W 5T9

Contact: Klaus Koj, President  
Marlies Koj, Manager

Telephone: 604-287-2444

Fax: 604-287-4272

Products: Cold Smoked Salmon

Percentage of Sales Exported: 80%

Number of Employees: 6

Type of Business: Processor, Exporter

Production Period: Year round

### **LIMBERIS SEAFOOD PROCESSING LTD.**

R.R. #1, 5025 Malamos Road  
Ladysmith, BC  
V0R 2E0

Contact: Leo Limberis,  
Owner/General Manager

Mike Langlet, Plant Manager  
Telephone: 250-245-3021  
Fax: 250-245-3603  
E-mail: lcross@island.net  
Products: Manila Clams, Oysters (shucked) — Fresh, portioned  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 85% (varies)  
Number of Employees: 15 – 50  
Type of Business: Processor, Aquaculture, Exporter, Wholesaler/Distributor  
Production Period: Year round  
Brands: North Cove  
Countries of Interest: United States

### **LIONS GATE FISHERIES LTD.**

4179 River Road  
Delta, BC  
V4K 1R9

Contact: Jack Waterfield, President  
Jim Kloschinsky, Vice President

Telephone: 604-946-1361

Fax: 604-946-0944

E-mail: jwaterfi@direct.ca

Products: Pacific Salmon — Fresh, frozen, canned, smoked, dressed, troll-caught; Bottomfish, Halibut — Fresh, frozen, dressed; Shellfish — Fresh, frozen, whole-in-shell; Herring Roe — Fresh, frozen; Black Cod — Frozen, headed & gutted

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 70%

Number of Employees: 50

Type of Business: Processor, Aquaculture, Trader, Wholesaler/Distributor, Exporter, Importer

Production Period: Year round

Brands: Pafisco, Coastal

### **LOX ROYALE PROCESSORS INC.**

2115 Commissioner Street  
Vancouver, BC  
V5L 1A6

Contact: Valerie Jones, Office Manager

Telephone: 604-251-9844

Fax: 604-251-9843

Products: Salmon (Sockeye, Spring, Chum) — Smoked

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 5%

Number of Employees: 10

Type of Business: Processor  
Production Period: Year round

### **LUXURY SMOKERS LTD.**

145 – 6660 Graybar Road  
Richmond, BC  
V6W 1H9

Contact: Toshiaki Harada, General Manager

Telephone: 604-278-4409

Fax: 604-278-4846

Products: Sockeye Salmon — Fresh, frozen, smoked, salted/dried, dressed

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 95%

Number of Employees: 8

Type of Business: Processor

Production Period: Year round

### **LYNMAR SEAFOOD BROKERS LTD.**

3422 West 37th Avenue  
Vancouver, BC  
V6N 2V6

Contact: Peter Browne

Telephone: 604-261-7541

Fax: 604-263-1004

Products: Salmon — Troll-caught; Pacific Halibut, Albacore Tuna — Fresh, frozen; Spot Prawns — Frozen

Annual Sales Range: 2.5 – 12M

Percentage of Sales Exported: 70%

Number of Employees: 5

Type of Business: Processor, Marketer

Production Period: Salmon (June – September), Other (Year round)

Brands: Pacificwild, Lynmar

Countries of Interest: Worldwide

### **MAC'S OYSTERS LTD.**

R.R. #1, Site 7, Comp 2  
Fanny Bay, BC  
V0R 1W0

Contact: Gordon McLellan, President  
Jim McLellan, Director

Telephone: 604-335-2129

Fax: 604-335-2065

Products: Clams, Oysters — Fresh, frozen, live; Pink Swimming Scallops — Frozen

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 80%

Number of Employees: 30

## BRITISH COLUMBIA

Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Mac's Oysters*

### MANTONE ENTERPRISES INC.

944 E.62 Avenue  
Vancouver, BC  
V5X 2G7

Contact: *A. Mark, I. Fung*  
Telephone: 604-540-7632  
Fax: 604-540-1632

Products: *Salmon, Sole, Cod, Tuna, Lobster, Abalone, Squid — Fresh, frozen, processed (value added)*

Annual Sales Range: *0.5 – 2.5M*

Type of Business: *Processor, Exporter, Trader*  
Countries of Interest: *Worldwide*

### MID-OCEAN FISHERIES LTD.

150 – 12831 Clarke Place  
Richmond, BC  
V6V 2H9

Contact: *Joe Chang, Managing Director*  
*Ray Chan, Managing Director*

Telephone: 604-270-7370

Fax: 604-276-8371

Products: *Prawns, Shrimp, Sea Urchin*

Annual Sales Range: *5 – 10M*

Percentage of Sales Exported: *100%*

Number of Employees: *10*

Type of Business: *Exporter*

Production Period: *April – February*

Brands: *Mid-Ocean*

Countries of Interest: *Japan, United States*

### MILONI TRADING & MARKETING LTD.

205 – 2735 East Hastings Street  
Vancouver, BC  
V5K 1Z8

Contact: *Branko F. Miloni, President*  
*Chuck Buholzer, General Manager*

Telephone: 604-254-1510

Fax: 604-254-1529

Products: *Canned Sardines — In vegetable oil, in spring water; Mackerel, Tuna, Salmon — Canned*

Percentage of Sales Exported: *35%*

Number of Employees: *4*

Type of Business: *Trader*

### MITSUBISHI CANADA LTD.

2800 – 200 Granville Street  
Vancouver, BC  
V6C 1G6

Contact: *Gordon Nishi, Manager*  
*Foods Division*

Telephone: 604-654-8083

Fax: 604-654-8222

Products: *Salmon — Frozen, canned, roe; Herring — Roe*

Annual Sales Range: *50M+*

Percentage of Sales Exported: *90%*

Number of Employees: *62*

Type of Business: *Exporter*

### MITSUI & CO. (CANADA) LTD.

3200 – 1055 Dunsmuir Street  
P.O. Box 49046  
Vancouver, BC  
V7X 1E6

Contact: *Yoji Matsubara, General Manager*  
*Deany Kavanagh, Trader (Frozen)*  
*Elizabeth Whittaker (Canned)*

Telephone: 604-331-3100

Fax: 604-331-3129

Sales Offices/Agents: *In Canada: Vancouver, BC; Calgary, AB; Toronto, ON; Montreal, QC*

Products: *Salmon — Frozen, canned; Salmon Roe — Frozen, fresh; Shellfish, Black Cod (Bottom Fish) — Frozen; Tuna, Mackerel — Canned*

Annual Sales Range: *2.5 – 10M*

Percentage of Sales Exported: *75%*

Type of Business: *Importer, Exporter*

Production Period: *Year round*

Countries of Interest: *Japan, Hong Kong, Thailand, Singapore, United Kingdom*

### MOON ENTERPRISES INC.

2 – 11720 Voyageur Way  
Richmond, BC  
V6X 3G9

Contact: *Thomas Lee, Manager*

Telephone: 604-270-0088

Fax: 604-270-8988

Products: *Geoduck Clams — Fresh, frozen, live; Sea Cucumber Meat — Frozen; Lobster — Frozen, live; Crab — Live; Oysters — Whole-in-shell; Prawns — Live; Clams — Live; Scallops*

Annual Sales Range: *2.5 – 10M*

Percentage of Sales Exported: *80%*

Number of Employees: *5*

Type of Business: *Processor, Exporter, Trader*

### MUREX AQUA FOODS INC.

207 – 20701 Highway 10  
Langley, BC  
V3A 5E8

Contact: *William Crook, President*  
*David Barret, Vice President*

Telephone: 604-530-7217

Fax: 604-533-4053

Sales Offices/Agents: *Aquaculture Supply*  
*Chemin des Aulx 5 Ch-1228, Plan-les-Ouates*  
*(Geneva) Switzerland*

Products: *Brine Shrimp (Artemia) — Fresh frozen, freeze dried; Krill — Fresh frozen, freeze dried*

Annual Sales Range: *2.5 – 5M*

Percentage of Sales Exported: *72%*

Number of Employees: *12 (permanent), 40 (seasonal)*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Murex, Canada Gold*

### NIKKA TRADERS INC.

9291 Shaughnessy Street  
Vancouver, BC  
V6P 6R5

Contact: *Wayne Lytton, President*  
*Shawn Lytton, Sales & Marketing Manager*

Telephone: 604-324-6556

Fax: 604-324-6552

E-mail: *cheena@mindlink.bc.ca*

Internet: *http://www.fleethouse.com/bov/cheenal*

Sales Offices/Agents: *Tokyo, Japan*

Products: *Salmon — Fresh, frozen, canned, smoked, salted/dried, roe, dressed, specialty pack, gift pack, troll-caught; Black Cod (Sablefish) — Frozen, smoked, gift pack*

Annual Sales Range: *2.5 – 3M*

Percentage of Sales Exported: *70%*

Number of Employees: *10*

Type of Business: *Processor, Wholesaler/Distributor, Exporter*

Production Period: *Year round*

Brands: *Capilano Salmon, Cheena, Gourmet Canadiana*

Countries of Interest: *Taiwan, Singapore, United States, Brazil, Belgium*



## BRITISH COLUMBIA

### **NOR AM AQUACULTURE INC.**

Box 837, 1495 Baikie Road  
Campbell River, BC  
V9W 6Y4

Contact: *Odd Grydeland, General Manager*

Telephone: 250-286-3133

Fax: 250-286-1946

E-mail: *noram@oberon.ark.com*

Sales Offices/Agents: *Scan Am Group  
Anacortes, Washington*

Phone: 360-293-9448

Fax: 360-293-3889

Products: *Atlantic Salmon — Fresh, portioned,  
fillets*

Annual Sales Range: *10 – 50M*

Percentage of Sales Exported: *95%*

Number of Employees: *90*

Type of Business: *Processor, Aquaculture,  
Exporter*

Production Period: *Year round*

### **OCEAN DELIGHT SEAFOODS LTD.**

450 Alexander Street  
Vancouver, BC  
V6A 1C5

Contact: *Shig Hirai, President  
Y. Matsumoto, Manager*

Telephone: 604-254-8251

Fax: 604-254-1699

Products: *Fish Cake — Fresh, frozen*

Annual Sales Range: *0.5 – 2.5M*

Number of Employees: *7*

Type of Business: *Processor*

### **OCEAN FISHERIES LIMITED**

2305 Commissioner Street  
Vancouver, BC  
V5L 1A4

Contact: *Bob Parker, V.P. Marketing,  
Fresh & Frozen*

*David Johnstone, V.P. Marketing,  
Canned Products*

Telephone: 604-254-5751

Fax: 604-254-3131

Products: *Pacific Salmon — Fresh, frozen,  
canned, troll-caught; Herring Roe,  
Salmon Roe — Fresh, frozen, salted; Groundfish,  
Pacific Halibut — Fresh, frozen*

Annual Sales Range: *50M+*

Percentage of Sales Exported: *50%*

Number of Employees: *250*

Type of Business: *Processor, Exporter, Importer*

Production Period: *January – mid-December*

Brands: *Ocean's*

Countries of Interest: *Worldwide*

### **OCEANFOOD SALES LTD. & OCEANFOOD INDUSTRIES LTD.**

1909 East Hastings Street  
Vancouver, BC  
V5L 1T5

Contact: *John A. Graham, President  
David R. Slade, Sales & Marketing Manager*

Telephone: 604-255-1414

Fax: 604-255-1787

Sales Offices: *In Canada: Edmonton, AB;  
Calgary, AB; Toronto, ON*

Sales Agents: *Sanio Foods Ltee, Montreal, QC*

Products: *Salmon (wild & farmed) —  
Frozen, smoked*

Annual Sales Range: *10 – 50M*

Percentage of Sales Exported: *5%*

Number of Employees: *15 – 50*

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Nanuk*

### **OSPREY INTERNATIONAL SEAFOODS INC.**

143 Riverside Drive  
North Vancouver, BC  
V7H 1T6

Contact: *Norm Dove, Nan Dove*

Telephone: 604-929-3451

Fax: 604-929-8900

Products: *Prawns — Frozen*

Annual Sales Range: *1 – 2M*

Percentage of Sales Exported: *100%*

Number of Employees: *3*

Type of Business: *Exporter,  
Wholesaler/Distributor*

### **OVERSEAS CONTAINER FORWARDING**

Suite 200, 1727 West Broadway  
Vancouver, BC  
V6J 4W6

Contact: *Peter Hilton, Kim Thompson*

Telephone: 604-734-8155

Fax: 604-734-0929

E-mail: *ocf@tradelanes.com*

*International Freight Forwarder specializing in  
Perishable Transportation. Established in 1979,  
Canadian owned, based in Vancouver, offering  
Refrigerated Container transportation  
worldwide.*

### **PACIFIC CANADIAN FISHERIES**

P.O. Box 39  
Bella Bella, BC  
V0T 1B0

Contact: *William S. Gilbert, V.P. Productions  
Cheryl Hanslien, Office Manager*

Telephone: 604-957-2414

Fax: 604-957-2655

Products: *Salmon — Fresh, frozen, roe,  
dressed, troll-caught; Herring — Frozen, roe;  
Halibut — Fresh, frozen, dressed, troll-caught*

Annual Sales Range: *2.5 – 10M*

Type of Business: *Processor*

Production Period: *8 months*

### **PACIFIC COAST PROCESSORS**

3600 Viking Way  
Richmond, BC  
V6V 1N6

Contact: *Barry L. Tyrer, President  
Guy Dean, Sales Manager*

Telephone: 604-276-0802

Fax: 604-273-0192

E-mail: *pcpfish@ocs.ca*

Products: *Groundfish — Fresh, frozen;  
Flatfish (sole) — Fresh, frozen;  
Black Cod — Frozen; Pollock — Fresh, frozen;  
Hake — Surimi; Rockfish — Fresh, frozen*

Annual Sales Range: *10 – 20M*

Percentage of Sales Exported: *75%*

Number of Employees: *135*

Type of Business: *Processor, Producer, Importer*

Production Period: *Year round*

Countries of Interest: *Worldwide*

### **PACIFIC NATIONAL GROUP LTD.**

#350-4243 GlanFord Ave.  
Victoria, BC  
V6C 3E1

Contact: *Ian Bouchard, Sales Manager  
Gary Pullen, Marketing Manager*

Telephone: 250-727-6650

Fax: 250-727-6623

Products: *Chinook (King) Salmon, Atlantic  
Salmon — Fresh, portioned, dressed, value*

## BRITISH COLUMBIA

added, fillets, steaks, sashimi, portion control, kirimi, and fresh vacuum packed

Annual Sales Range: 20 - 60M

Percentage of Sales Exported: 90%

Number of Employees: 170

Type of Business: Aquaculture, Processing, Direct Sales

Production Period: All year

Brands: Pacific National

Countries of Interest: Japan, United States, Taiwan, Korea, United Kingdom, Italy, Hong Kong, France

### PACIFIC RIM SHELLFISH CORP.

(D.B.A. THE LOBSTER MAN)

1807 Mast Tower Road

Vancouver, BC

V6H 3X7

Contact: Brian Yip, Partner

Bruce MacDonald, Partner

Telephone: 604-687-4228

Fax: 604-687-5099

Products: Geoduck Clams, Dungeness Crab, Manila Clams, Oysters, Lobster — Live

Annual Sales Range: 5 - 10M

Percentage of Sales Exported: 35%

Number of Employees: 30

Type of Business: Wholesaler/Distributor, Exporter

Production Period: Year round

Brands: Lobster Man — Select

Countries of Interest: China, Japan, Singapore, Taiwan

### PACIFIC SALMON INDUSTRIES INC.

8305 - 128th Street

Surrey, BC

V3W 4G1

Contact: Virginia Sato, President

Bruce Sato, Vice President

Telephone: 604-591-3361

Fax: 604-591-2333

Products: Salmon — Fresh, frozen, smoked, portioned, dressed, specialty pack, gift pack, troll-caught; Herring — Roe; Halibut

Annual Sales Range: 10 - 50M

Percentage of Sales Exported: 70%

Number of Employees: 160 (peak season), 60 (off season)

Type of Business: Processor, Wholesaler/Distributor, Exporter, Importer

Production Period: Year round

Brands: Pacific Salmon Ind. Inc., PSI

Countries of Interest: Europe, Southeast Asia

### PACIFIC SEAFOODS INTERNATIONAL LTD.

10210 Bowerbank Road

Sidney, BC

V8L 3X4

Contact: Mick Farup, President

Todd Harman, Director — Marketing & Sales

Telephone: 604-656-0901

Fax: 604-656-7615

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

Annual Sales Range: 2 - 5M

Percentage of Sales Exported: 25%

Number of Employees: 25 - 40

Type of Business: Processor

Production Period: Year round

Brands: Treasure Island, St. Laurent

### PACIFICWILD SEAFOOD LTD.

3422 West 37th Avenue

Vancouver, BC

V6N 2V6

Contact: Peter Browne, General Manager

Telephone: 604-261-2480

Fax: 604-263-1004

Products: Salmon (wild) — Fresh, frozen, roe, troll-caught; Halibut — Fresh, frozen; Albacore Tuna — Frozen, troll-caught; Spot Prawns — Fresh, frozen

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 90%

Number of Employees: Varies

Type of Business: Processor, Exporter, Importer

Production Period: Year round

Brands: Pacificwild

Countries of Interest: Japan, United States, European Union

### PARADISE BAY SEAFARMS

P.O. Box 162

Heriot Bay, BC

V0P 1H0

Contact: Mark Asman, Farm Manager

Richard Finch, Production Manager

Telephone: 604-285-2664

Fax: 604-285-2668

Sales Agent: In USA: Aquastar, Seattle, WA  
In Canada: (Chinook) Pacific National Group

Products: Salmon (Chinook and Atlantic) — Fresh, roe

Annual Sales Range: 20 - 25M

Percentage of Sales Exported: 95%

Number of Employees: 57

Type of Business: Aquaculture, Importer

Production Period: Year round

Countries of Interest: United States, Japan

### PBA PERISHABLES BY AIR, INC.

2150 - 5200 Miller Road

Richmond, BC

V7B 1Y4

Contact: Ed Gold, President

Telephone: 604-273-7279

Fax: 604-273-7264

Products: International air and ocean export freight forwarding for perishable commodities

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 4

Type of Business: Freight Forwarder

Production Period: Year round

Countries of Interest: Worldwide

### PEXIM ENTERPRISES INC.

1055 - 555 Burrard Street

Vancouver, BC

V7X 1M8

Contact: Francis H. Chang, President

Telephone: 604-689-1691

Fax: 604-689-1695

Products: Salmon — Frozen, smoked

Annual Sales Range: 100M

Type of Business: Exporter

### PREMIER SEAFOODS LTD.

755 Terminal Ave.

Vancouver, BC

V6A 2M2

Contact: David Lerson, General Manager

Telephone: 604-961-2448

Fax: 604-669-3549

E-mail: premier-seafoods@mindlink.bc.ca

Products: Smoked Salmon Products — Frozen

Annual Sales Range: 0.5 - 2.5M

Type of Business: Processor, Exporter, Importer

Brands: Premier Brand

## BRITISH COLUMBIA

### REDONDA SEA FARMS LTD.

P.O. Box 89  
Mansons Landing, BC  
V0P 1K0

Contact: Norm Gibbons

Telephone: 604-935-6516

Fax: 604-935-6721

Products: Oysters — Fresh, frozen, live, whole-in-shell; Clams — Frozen, live, whole-in-shell

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 85%

Number of Employees: 62

Type of Business: Aquaculture

Production Period: Year round

Brands: Royal Miyagi, BC Steamer, BC Banquet Oyster

Countries of Interest: United States, Taiwan, Singapore, Hong Kong

### SALTSPRING AQUAFARM

107A Meyer Road  
Saltspring Island, BC  
V8K 1X4

Contact: Chris Hatfield, President

Telephone: 604-653-9315

Fax: 604-653-9315

Sales Offices/Agents: Aquaseed Corporation  
1515 Dexter Avenue Seattle, Washington

Products: Salmon Eggs (Coho, Chinook) — Live; Salmon (Coho, Chinook) — Fresh

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 7

Type of Business: Aquaculture, Exporter

Brands: Trigen, Saltspring

### SAURIAN SEAFOODS INC.

1625 Lincoln Avenue  
Port Coquitlam, BC  
V3B 2J5

Contact: Jack Morris, President

Telephone: 604-942-0415

Fax: 604-464-6936

E-mail: morris@direct.ca

Products: Kazunoko, Salmon, Halibut, Black Cod

Annual Sales Range: 7 – 10M

Percentage of Sales Exported: 100%

Number of Employees: 3

Type of Business: Exporter

Production Period: February – October

Countries of Interest: Japan, Korea, Chile, Taiwan

### SEA CHANGE SEAFOODS LTD.

152 McPhillips Avenue  
Saltspring Island, BC  
V8K 2V8

Contact: Anne Millerd, Export Manager

Telephone: 250-537-5641

Fax: 250-537-0778

Agents: Denis Fontaine Distributions Inc.

Telephone: 514-967-3889

Fax: 514-967-1410

Products: Herring — Roe, gift pack; Salmon — Roe, gift pack; Salmon Pâté — Smoked, canned; Salmon, Retort — Smoked; Salmon Jerky — Smoked

Annual Sales Range: 2M

Percentage of Sales Exported: 5%

Number of Employees: 20

Type of Business: Wholesaler/Distributor

Countries of Interest: United States, Southeast Asia, Brazil

### SEA DRIFT FISH COMPANY LTD.

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

Contact: David Ernst, Owner

Telephone: 250-754-5452

Fax: 250-754-5410

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

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 70%

Number of Employees: 40

Type of Business: Processor

Production Period: Year round

### SEA PLUS MARKETING INC.

3900 Viking Way  
Richmond, BC  
V6V 1N6

Contact: Ray Leitch, President

Telephone: 604-273-6686

Fax: 604-273-7795

Products: Prawns, Spot — Fresh, frozen, live; Shrimp, King and Sidestripe — Frozen;

Oysters — Frozen; Salmon, Sockeye, Chum — Fresh, smoked; Salmon, Atlantic — Fresh

Annual Sales Range: 2.5 – 10M

Type of Business: Processor, Exporter, Importer

Production Period: Prawns (April – October), Shrimp (October – April), Oysters (October – June), Atlantic Salmon (All Year), Other Salmon (July – November)

Brands: Sea Plus

### SEA PRIME SEAFOOD INC.

1200-1166 Alberni Street  
Vancouver, BC  
V6E 3Z3

Contact: Scott Despot, General Manager

Telephone: 604-682-7351

Fax: 604-682-0326

E-mail: seaprime@direct.ca

Products: Farm Raised Atlantic Salmon — Fresh, frozen, dressed

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 90%

Number of Employees: 6

Type of Business: Processor, Exporter, Aquaculture

Production Period: Year round

Brands: Sea Prime

Countries of Interest: Asia

### SEA SPRAY AQUACULTURE LTD.

Box 5150  
Woss, BC  
V0N 3P0

Contact: George Lepore, Owner, President

Telephone: 250-281-4300

Fax: 604-281-2286

Products: Oysters — Fresh, whole-in-shell

Annual Sales Range: Less than 0.5M

Number of Employees: 4

Type of Business: Processor, Aquaculture

Production Period: January – June, October – December

Brands: Sea Spray Aquaculture

### SEA WORLD FISHERIES LTD.

1708 Pandora Street  
Vancouver, BC  
V5L 1L9

Contact: Philip Wong, Managing Director  
Tony Wong, Sales Manager



## BRITISH COLUMBIA

Telephone: 604-254-0525

Fax: 604-254-8899

Products: Dungeness Crab — Live, frozen; Geoduck Clam — Live, frozen; Alaska King Crab — Live, frozen; Bottomfish — Fresh, frozen; Sea Cucumber Meat — Frozen; Sea Cucumber Skin — Cooked & dried; Pacific Oyster — Whole-in-shell, live & frozen, shucked, fresh & frozen; Spot Prawn — Live, frozen; Lobster — Live

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 90%

Number of Employees: 30

Type of Business: Processor, Exporter

### SEAFOOD PRODUCTS COMPANY LTD.

2727 Commissioner Street  
Vancouver, BC  
V5K 1A2

Contact: George Wilson, Sales Manager

Telephone: 604-255-3141

Fax: 604-255-3196

Sales Offices/Agents: Seafood Products Japan Co., Ltd., Tokyo, Japan

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

Percentage of Sales Exported: 90%

Number of Employees: 250

Type of Business: Processor, Exporter

Production Period: Salmon & Halibut (March – October), Herring (March – June)

Brands: Chilfish, Vanguard

### SEALAND FOODS INTERNATIONAL INC.

2460 Viscount Way  
Richmond, BC  
V6V 1N1

Contact: Daniel Leung

Telephone: 604-270-2024

Fax: 604-270-2504

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

Annual Sales Range: 10 – 20M

Percentage of Sales Exported: 80%

Number of Employees: 150

Type of Business: Processor, Wholesaler/Distributor, Exporter, Importer

Production Period: Year round

Brands: Canadian Taste

Countries of Interest: Worldwide

### SEVEN SEAS FISH CO. LTD.

4857 Chisholm Street  
Delta, BC  
V4K 2K6

Contact: Jim Heras, Owner

John Heras, Owner

Telephone: 604-946-1266

Fax: 604-946-4986

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

Annual Sales Range: 2.5 – 10M

Number of Employees: 50 – 150 (seasonal)

Type of Business: Processor, Exporter, Cash Buyer, Wholesaler/Distributor

Production Period: Year round

Brands: Royal Crown

### SHAFFER-HAGGART LTD.

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

Contact: Henry Montesano, Sales Manager

Telephone: 604-669-5512

Fax: 604-669-9554

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

Annual Sales Range: 50M+

Percentage of Sales Exported: 80%

Number of Employees: 28

Type of Business: Exporter, Trader, Importer, Wholesaler/Distributor

Brands: Four Star, Admiral, Success

### SHEARER SEAFOOD PRODUCTS

9300 Alaska Way  
Delta, BC  
V4C 4R6

Contact: Robert Shearer

Arne Christofferson

Telephone: 604-588-2456

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

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 10%

Number of Employees: 2 – 5

Type of Business: Processor, Wholesaler/Retailer

Production Period: 8 months

### SHERINGHAM FISHERIES LTD.

165 East Woodstock Avenue  
Vancouver, BC  
V5W 1M8

Contact: Alex Andrews, Manager

Telephone: 604-325-6429

Fax: 604-325-9429

Products: Salmon — Fresh, frozen, roe, troll-caught, gillnet-caught; Herring — Roe

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 2 (permanent)

Type of Business: Processor, Wholesaler/Distributor, Exporter

Production Period: Salmon (June – September), Herring Roe (March – April)

### SUNDERLAND SALMON FARMS LTD.

P.O. Box 518  
Campbell River, BC  
V9W 5C1

Contact: Odd Grydeland, General Manager

Telephone: 250-286-3133

Fax: 250-286-8139

E-mail: [noram@oberon.aik.com](mailto:noram@oberon.aik.com)

Products: Atlantic Salmon — Fresh, portioned, fillets

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 16

Type of Business: Aquaculture

Production Period: Year round

Countries of Interest: United States, Japan, Taiwan, India

### SUNG FISH COMPANY LIMITED

1795 Pandora Street  
Vancouver, BC  
V5L 1L8

Contact: Sung In Kim, General Manager

Telephone: 604-255-4718

Fax: 604-255-4781

Products: Geoduck Clams — Fresh, frozen, gift pack, whole-in-shell; Sea Urchin — Fresh,

## BRITISH COLUMBIA

frozen, live, roe, whole-in-shell; Sea Cucumber — Frozen, salted/dried; Salmon — Fresh, frozen, canned, salted/dried, roe, dressed, gift pack; Bottomfish — Fresh, frozen, live, salted/dried, roe, dressed, specialty pack

Annual Sales Range: 15 – 20M  
Percentage of Sales Exported: 95%  
Number of Employees: 60 – 70  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: *Sung Fish*  
Countries of Interest: *Pacific Rim, Korea, Japan*

### SUNNY MARKETING INC.

4403 Rupert Street  
Vancouver, BC  
V5R 2J1

Contact: *Terry Yoshikawa, Sales Manager*  
*Miki Hirai*  
Telephone: 604-433-3311  
Fax: 604-435-5617

Products: *Salmon, (Sockeye, Coho, King, Pink, Chum) — Fresh, frozen, canned; Salmon Caviar — Fresh, frozen; Smoked Salmon — King, Sockeye, Coho, Chum; Farmed Salmon — Fresh; Salmon fillets, Pink Salmon, Pacific Cod, Roughies, Herring, Black Cod, Halibut, Pollock Roe, Crab (Opilio, Snow, King) — Frozen; Herring Roe — Frozen in Brine; Pollock — Round, fillets; Melo, Seabass — Headed & gutted, fillets; Sea Cucumber — Dried*

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 99%  
Number of Employees: 5  
Type of Business: *Trader, Exporter*  
Countries of Interest: *Far East, Europe*

### SUNWARD INT'L TRADINGS CO. LTD.

10547 Arbutus Wynd  
Surrey, BC  
V4N 1W5

Contact: *Stephen Su, President*  
*Jason Su, Export Manager*  
Telephone: 604-583-5985  
Fax: 604-583-5973

Products: *Salmon — Fresh, frozen, canned, smoked, roe, gift pack; Glass Sea Eels — Live; Geoduck — Frozen, live; Sea Cucumber — Frozen, salted/dried; Oyster — Live, whole-in-shell; Crab — Live, whole-in-shell*  
Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%  
Number of Employees: 6  
Type of Business: *Exporter*  
Production Period: *Year round*

### TEN POINT ENTERPRISES LTD.

1680 East Kent Ave.  
Vancouver, BC  
V5P 2S7

Contact: *Ken Takeda, President*  
Telephone: 604-324-7455  
Fax: 604-327-0227

Products: *Frozen Salmon (Coho, Pink, Sockeye, Spring); Herring roe, Frozen Black Cod, Snapper, Salted roe*

Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 100%  
Number of Employees: 3  
Type of Business: *Wholesaler/Distributor, Exporter*  
Production Period: *March – November*  
Countries of Interest: *Japan*

### TERRITORY SEAFOODS

203 – 12411 Vulcan Way  
Richmond, BC  
V6V 1J7

Contact: *Michael Crauford, President*  
Telephone: 604-244-7072  
Fax: 604-244-7098

Products: *Sea Urchin Roe — Fresh, frozen; Sea Urchin — Live, fresh; Sea Cucumber Meat — Frozen; Cod Milt (Tara Shirako) — Fresh*  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 100%  
Number of Employees: 25 – 40  
Type of Business: *Processor, Exporter*  
Production Period: *January – June, September – December*

### TRANS-PACIFIC FISH LTD.

130 – 3600 Viking Way  
Richmond, BC  
V6V 1N6

Contact: *Jock Bray, President*  
*Dan Kimoto, Vice President*  
Telephone: 604-270-8157  
Fax: 604-273-5374

E-mail: *jockbray@xl.ca*

Products: *Pacific Salmon (wild) — Fresh,*

*frozen, canned, smoked, salted/dried, roe, dressed, troll-caught; Snapper, Sole, Other Groundfish — Fresh, frozen, salted/dried, roe, dressed; Cod, Ling Cod — Fresh, frozen, salted/dried, roe, headed & gutted; Fillets — Fresh, frozen; Black Cod — Frozen, headed & gutted; Halibut — Fresh, frozen, dressed; Pacific Whiting (Hake) — Headed & gutted, fillets, surimi, minced*  
Annual Sales Range: 12 – 20M

Percentage of Sales Exported: 85%  
Number of Employees: 30 – 100  
Type of Business: *Processor, Trader, Exporter, Importer*  
Production Period: *Seasonal according to species*  
Brands: *Trans-Pacific, Pacific Rim*  
Countries of Interest: *Worldwide*

### TRI-STAR SEAFOOD SUPPLY LTD.

11751 Voyageur Way  
Richmond, BC  
V6X 3J4

Contact: *Claude Tchao, Chairman*  
*Francis Tchao, V.P. Sales & Procurement*  
Telephone: 604-273-3324  
Fax: 604-273-2785

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

Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: *over 50%*  
Number of Employees: *over 50*  
Type of Business: *Processor, Exporter, Importer, Trader, Wholesaler/Distributor*  
Production Period: *Year round*  
Brands: *Tri-Star*  
Countries of Interest: *Far East, United States, Europe*

### UCLUELET SEAFOOD PROCESSORS LTD.

1661 Cedar Road, P.O. Box 1089  
Ucluelet, BC  
V0R 3A0

Contact: *Paul Bourke, President*  
Telephone: 604-726-7768  
Fax: 604-726-4226

Products: *Surimi, Salmon — Frozen; Herring — Salted roe; Halibut — Fresh;*

## BRITISH COLUMBIA

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

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 90%

Number of Employees: 150

Type of Business: Processor, Exporter

Production Period: March – November

Brands: Ocean Fresh, U.S.P. Brand

### UNIKING ENTERPRISES LTD. / LIAN HUA (JV) ENTERPRISES LTD.

9275 Shaughnessy Street  
Vancouver, BC  
V6P 6R4

Contact: Françoise Tsang, Director  
Gui Si Zhen, Director

Telephone: 604-322-8869

Fax: 604-322-8868

Products: Sea Cucumber Skin — Salted/dried;  
Sea Cucumber Meat — Frozen

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 2%

Number of Employees: 7

Type of Business: Processor, Exporter, Trader,  
Wholesaler/Distributor

### UNIPRO DISTRIBUTORS CO. LTD.

888 Malkin Avenue  
Vancouver, BC  
V6A 2K6

Contact: Jessie Kang

Telephone: 604-251-5406

Fax: 604-251-2261

E-mail: [unipro@pop.intergate.bc.ca](mailto:unipro@pop.intergate.bc.ca)

Products: Salmon — Fresh, frozen, smoked,  
portioned, roe, gift pack; Rockfish, Sole, Cod —  
Fresh, frozen, portioned

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 80%

Number of Employees: 9

Type of Business: Exporter, Importer,  
Wholesaler/Distributor

Production Period: Year round

Countries of Interest: Asia, Worldwide

### VANCOUVER INTERNATIONAL ENTERPRISES LTD.

5660 Angus Drive  
Vancouver, BC  
V6M 3N6

Contact: Mr. Chi Fu Hu, President

Telephone: 604-264-9989

Fax: 604-264-8623

Products: Abalone — Fresh, frozen; Crab —  
Live; Geoduck Clam — Live; Salmon — Fresh

Annual Sales Range: 0.5 – 2.5M

Type of Business: Exporter

### VANSHIP SEAFOOD LTD.

4805 Strathcona Road  
North Vancouver, BC  
V7G 1G9

Contact: Asbjorn (Bert) Bartholsen, President

Telephone: 604-929-6757

Fax: 604-929-6757

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

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 80%

Number of Employees: 1 – 2

Type of Business: Processor, Exporter, Importer,  
Trader

Production Period: February – November

Brands: ABCOS Foods Ltd.

### VECTOR INVESTMENTS LIMITED

3777 Keith Street  
Burnaby, BC  
V5J 3B9

Contact: John Hurmuses, Owner  
Gail Hurmuses

Telephone: 604-433-8534

Fax: 604-433-5453

Products: Salmon Roe — Fresh, frozen

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 80%

Number of Employees: 4 – 50

Type of Business: Processor, Exporter,  
Wholesaler

Production Period: Year round

### WALCAN SEAFOOD LTD.

P.O. Box 146  
Heriot Bay, BC  
V0P 1H0

Contact: Norman W. Brown, V.P. Marketing

Telephone: 604-285-3361

Fax: 604-285-3363

E-mail: [n.w.brown@worldnet.att.net](mailto:n.w.brown@worldnet.att.net)

Products: Salmon — Fresh, frozen, canned,  
smoked, salted/dried, portioned, roe, dressed,  
specialty pack, gift pack; Herring — Frozen, roe,  
specialty pack

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 80%

Number of Employees: 75

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Walcan

### WASHI ENTERPRISE LTD.

145 West 6th Avenue  
Vancouver, BC  
V5Y 1K3

Contact: Andrea Wargo,  
Administrative Assistant

Telephone: 604-875-0503

Fax: 604-875-1584

Products: Salmon — Frozen, canned, smoked,  
gift pack; Canadian, B.C. specialty food products

Annual Sales Range: 2 – 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 4 full-time,  
10 part-time

Type of Business: Exporter, Importer,  
Wholesaler/Distributor

Brands: Eagle

Countries of Interest: Japan, Europe, China

### WESTVIEW FISHERIES LTD.

6794 Wharf Street  
Powell River, BC  
V8A 1T8

Contact: Eddie Shirako

Telephone: 604-485-5991

Fax: 604-485-5991

Products: Prawns — Frozen, whole-in-shell,  
cooked, specialty pack; Salmon — Smoked

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 95%

Number of Employees: 3

Type of Business: Processor, Exporter, Trader

Production Period: April – December



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TORONTO: TEL: 416-964-0094 FAX: 416-964-9491

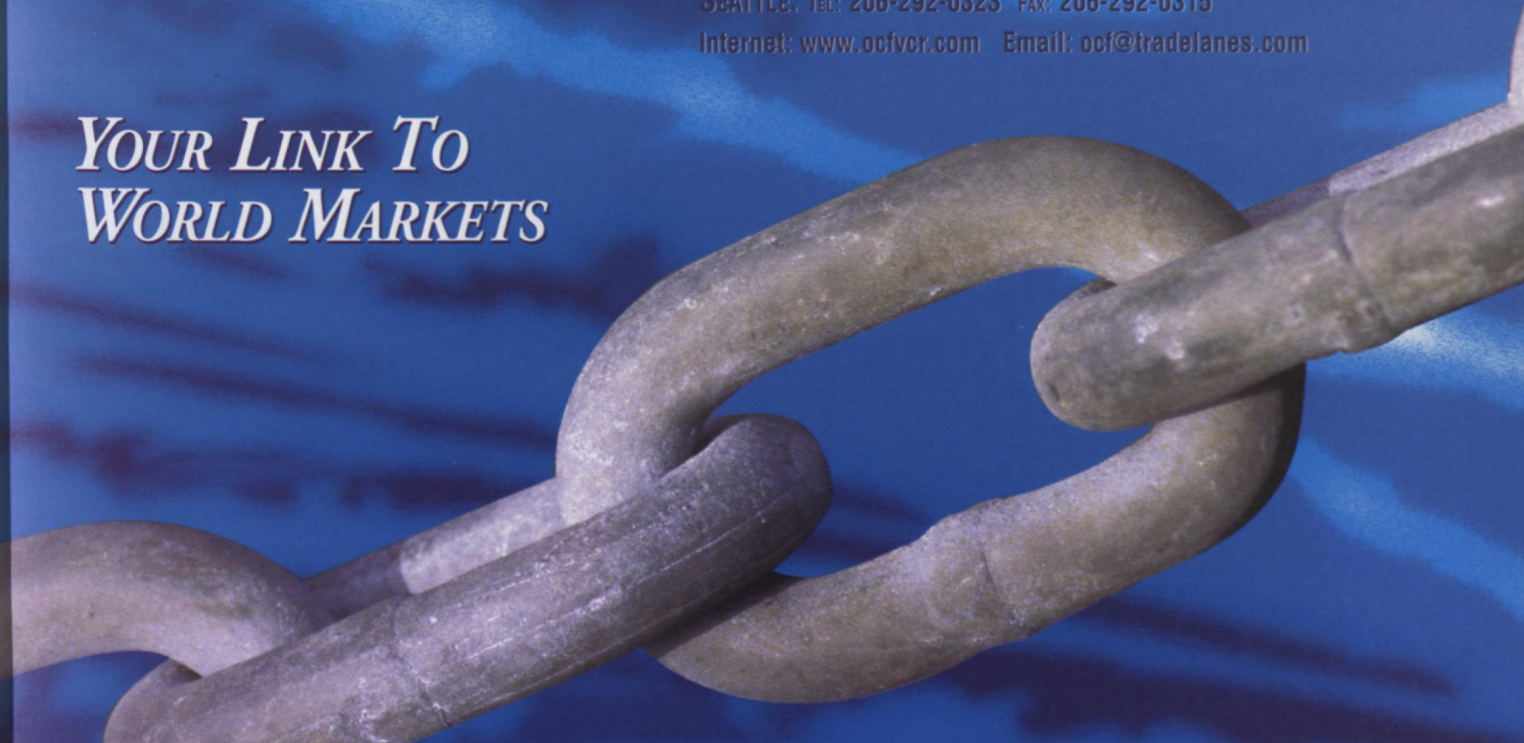
MONTREAL: TEL: 514-848-1811 FAX: 514-848-1726

CALGARY: TEL: 403-543-6343 FAX: 403-543-6344

SEATTLE: TEL: 206-292-0323 FAX: 206-292-0315

Internet: [www.ocfvcr.com](http://www.ocfvcr.com) Email: [ocf@tradelanes.com](mailto:ocf@tradelanes.com)

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## BRITISH COLUMBIA

### WILSON TRADING CANADA LTD.

230 - 2288 No. 5 Road  
Richmond, BC  
V6X 2T1

Contact: *Wilson Choy, Managing Director*

Telephone: 604-244-9608

Fax: 604-274-8193

Products: *Geoduck — Fresh, frozen, live, salted/dried, gift pack; Groundfish, Salmon — Fresh, frozen, dried/salted, gift pack; Horse Clam — Fresh, frozen, live, gift pack*

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 20%

Number of Employees: 10

Type of Business: *Processor, Exporter, Importer, Trader, Wholesaler/Distributor*

Production Period: *Year round*

Brands: *Globe*

Countries of Interest: *Worldwide*

### ZBT INTERNATIONAL CARGO COMPANY

(*Div. of Multi-Mate Industries Ltd.*)  
1830 McNicoll Ave.  
Vancouver, BC  
V6J 1A4

Contact: *Martin N. Kruger, Executive Director*

Telephone: 604-736-6939

Fax: 604-739-9778

E-mail: *mkszbt@ultranet.ca*

Products: *Sockeye Salmon and other species packed in metal containers; Smoked Salmon*

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 75%

Number of Employees: 4

Type of Business: *Exporter, Trader*

Production Period: *Year round*

Brands: *"Private" label only*

### WOOD BAY SEAFOOD LTD.

R.R. #1, Field Site C-78  
Sechelt, BC  
V0N 3A0

Contact: *Roger Engeset, President*

*Scott Macey, Manager*

Telephone: 604-885-4062

Fax: 604-885-0975

Products: *Value Added Salmon — Smoked, marinated, fillets, jerky*

Annual Sales Range: 4 - 8M

Percentage of Sales Exported: 100%

Number of Employees: 30

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Wood Bay Seafood*

Countries of Interest: *Canada, United States, Japan, Korea, China, Israel, Australia, Taiwan, Hong Kong, Mexico, Germany, Switzerland*



**AQUARIAN INDUSTRIES INTERNATIONAL LTD.**

391 Campbell Street  
Winnipeg, MB  
R3N 1B6

Contact: Norm Burns, President

Telephone: 204-489-1214

Fax: 204-489-7372

Products: All available species in any form or treatment

Percentage of Sales Exported: 100%

Number of Employees: 4

Type of Business: Trader, Industry Consultants

Countries of Interest: Worldwide

**B.D.C. COMMODITY EXPORT LTD.**

45 Allenford Drive  
West St. Paul, MB  
R4A 2A5,

Contact: Donald Couch, President

Telephone: 204-334-3921

Fax: 204-334-6182

Products: Lobster — Fresh, live; Mussels — Fresh, whole-in-shell; Shrimp — Frozen; Oysters — Fresh, whole-in-shell; Scallops — Frozen; Salmon, Steelhead — Fresh, frozen

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 100%

Number of Employees: 3

Type of Business: Exporter

Production Period: Seasonal

Countries of Interest: United Kingdom, France

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

1240 Sherwin Road  
Winnipeg, MB  
R3H 0V3

Contact: R.J. Bodner, President

Telephone: 204-694-0192

Fax: 204-694-5605

Products: Lake Whitefish, Walleye, Northern Pike, Perch, Mullet, Carp & all species of freshwater fish depending on availability — Fresh, frozen, fillets

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 97%

Number of Employees: 2

Type of Business: Trader, Wholesaler

Production Period: Year round

**FRESHWATER FISH MARKETING CORPORATION**

1199 Plessis Road  
Winnipeg, MB  
R2C 3L4

Contact: Baldur Johnson, Export Sales Manager

Telephone: 204-983-6616

Fax: 204-983-6497

Gerald Malone, V.P. Marketing

Telephone: 204-983-6483

Fax: 204-983-6497

Dennis Kork, Fresh Fish Sales Manager

Telephone: 204-983-6482

Fax: 204-983-6497

Sales Offices/Agents and Brokers:

**UNITED STATES**

**Minnesota, West Iowa**

Jim McKinney, Juhl Brokerage Inc.  
Golden Valley, Minnesota

Phone: 612-588-0841 Fax: 612-588-3414

**Wisconsin**

Don Batzler, Great Lakes Marketing Inc.  
Waukesha, Wisconsin

Phone: 414-798-6800 Fax: 414-798-6808

**North and South Dakota, Montana**

Jerry Jernberg, Juhl Brokerage Inc.

Fargo, North Dakota

Phone: 701-293-5851 Fax: 701-232-4183

**Nebraska**

John Chvatal, Juhl Brokerage Inc.

Omaha, Nebraska

Phone: 402-334-8990 Fax: 402-334-1878

**Los Angeles and Southern California**

Nino Rossini, R.M. Sloan Co.

San Pedro, Calif.

Phone: 213-831-4450 Fax: 213-831-4450

**East Iowa**

Hockenburg Newburg

Des Moines, Iowa

Phone: 515-222-0100 Fax: 515-222-0111

**Michigan (Detroit Area)**

Mike Wilner, McMahon &

MacDonald Food Brokers

Farmington, Michigan

Phone: 313-477-7182 Fax: 313-477-0271

**Grand Rapids**

Jeff Gordon, McMahon & MacDonald Food

Brokers Grand Rapids, Michigan

Phone: 616-956-9355 Fax: 616-956-1961

**Arizona**

Bob Ganz, G & G Food Sales Company

Phoenix, Arizona

Phone: 602-759-4411 Fax: 602-759-7210

**Ohio**

Doug Clark, D.B. Clark Sales Inc.

Phone: 614-239-9283 Fax: 614-239-9285

**CANADA**

**Ontario**

Jim Grandy, Clouston Foods Canada Ltd.

Woodbridge, ON

Phone: 416-851-6771 Fax: 416-851-5703

**Quebec**

Alain Gerard, Clouston Foods Canada Ltd.

Lachine, QC

Phone: 514-636-5114 Fax: 514-636-7606

**WORLDWIDE**

**France**

Michel Cleron, Legrand & Malo

Le Havre, France

Phone: 33 235 193200 Fax: 33 235 216779

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**AGPRO GRAIN FISH FARM**  
BOX 386 LUCKY LAKE, SK S0L 1Z0  
PHONE (306) 858-2208 FAX (306) 858-2286  
EMAIL agpro@sk.sympatico.ca



**Sweden**

*Bo E. Sjöström, Bo E. Sjöström Trading AB  
Stockholm, Sweden  
Phone: 46-8-93 15 16 Fax: 46-8-93 15 16*

**Finland**

*Raimo Ridokoski, Lejos Oy Helsinki, Finland  
Phone: 358-0-693911 Fax: 358-0-6940025*

**German, Austria, Holland**

*Dirk Wogart, Rud. Kanzow (GMBH & Co.)  
KG, Hamburg, Germany  
Phone: (040) 75-19-80-0 Fax: (040) 75 15 63*

**Switzerland**

*Edmond Montan, Corema Frozen Seafoods S.A.  
Geneva, Switzerland  
Phone: +4122/430027 Fax: +4122/428302  
Basel, Switzerland  
Phone: +4161/3315577 Fax: +4161/3317161*

**Japan**

*Yasuo Arai, Arai Trading Co. Ltd.  
Tokyo, Japan  
Phone: 03-3332-7701 Fax: 03-3335-1633*

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

*Annual Sales Range: 40 – 50M*

*Percentage of Sales Exported: 85%*

*Number of Employees: 300*

*Type of Business: Processor, Exporter*

*Production Period: Year round*

*Brands: Freshwater, Superchill, Embassy*

**MARINER NEPTUNE FISH AND  
SEAFOOD COMPANY LTD.**

*472 Dufferin Avenue  
Winnipeg, MB  
R2W 2Y6*

*Contact: Evan Page, Owner/Sales Manager*

*Telephone: 204-589-5341*

*Fax: 204-582-8135*

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

*Annual Sales Range: 12 – 20M*

*Percentage of Sales Exported: 10%*

*Number of Employees: 27*

*Type of Business: Processor, Trader,  
Wholesaler/Distributor, Exporter*

*Production Period: Year round*

*Brands: Neptune's Own*



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- Goldeye
- Northern Pike
- Mullet
- Carp
- Inconnu

The Corporation's ultramodern, central processing plant rates as one of the most up-to-date and cost-effective fish processing facilities in the world and sets an unequalled standard for cleanliness and innovation.



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  - Packaging is recyclable and biodegradable.
  - FFMC packs "net weight" plus glaze.
- You never pay fish prices for ice.

Freshwater Fish Marketing Corporation  
Winnipeg, Manitoba, Canada  
Phone: (204) 983-6600  
Fax: (204) 983-6497





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

P.O. Box 248, Lameque  
Ste-Cecile, NB  
EOB 1V0  
Contact: *Albanie Jones, Manager*  
Telephone: 506-344-7531  
Fax: 506-344-5841  
Products: *Lobster — Live; Lobster Meat — Frozen; Herring — Roe*  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 90%  
Number of Employees: 140  
Type of Business: *Processor, Exporter*  
Production Period: *May – October*  
Brands: *Jones*

**ACADIA SEAFOODS LTD.**

R.R. #1  
*Robichaud, NB*  
EOA 2S0  
Contact: *Eric Ouellette, President*  
Telephone: 506-532-9591  
Fax: 506-532-2912  
Products: *Herring — Fresh, frozen, smoked, portioned, roe; Alewives — Salted/dried; Dogfish — Frozen*  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 100%  
Number of Employees: 1 – 50  
Type of Business: *Processor, Exporter*  
Production Period: *January – June, August – December*

**ADRICE CORMIER LTD.**

P.O. Box 330  
*Cap Pele, NB*  
EOA 1J0  
Contact: *Adrice Cormier, President*  
*Ginette Cormier*  
Telephone: 506-577-2511  
Fax: 506-577-6747  
Products: *Herring — Smoked; Hake — Salted/dried; Alewives — Pickled; Mackerel — Pickled; Herring Fillets — Smoked*  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 80%  
Number of Employees: 10  
Type of Business: *Processor*  
Production Period: *Year round*

**ALVIN & RUFIN BOUDREAU LTEE**

R.R. #1  
*Cap Pele, NB*  
EOA 1J0  
Contact: *Alvin Boudreau, President*  
*M. Guy Boudreau, Director*  
Telephone: 506-577-2761  
Fax: 506-577-6161  
Products: *Herring — Smoked, fillets, split; Alewives — Salted/dried*  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 90%  
Number of Employees: 25 – 30  
Type of Business: *Processor*  
Brands: *Choice Bloaters*

**AMCO FISHERIES LTD.**

P.O. Box 249  
*Cap Pele, NB*  
EOA 1J0  
Contact: *Charles Cormier, Owner/President*  
Telephone: 506-577-4175  
Fax: 506-577-6557  
Products: *Herring, Herring fillets — Smoked; Bloaters*  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 100%  
Number of Employees: 20 – 25  
Type of Business: *Processor, Exporter*  
Production Period: *May – June, August – February*

**AQUA FISH FARMS LTD.**

R.R. #4 Lime Kiln Road  
*St. George, NB*  
EOG 2Y0  
Contacts: *Ian Hamilton, Owner/Operator*  
*Chris Saulnier, Owner/Operator*  
*Angela McVicar, Sales Manager*  
Telephone: 506-755-3241  
Fax: 506-755-6751  
Products: *Atlantic Salmon — Fresh, dressed; Salmon — Smolt, eggs (whole)*  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 60%  
Number of Employees: 25 – 30  
Type of Business: *Aquaculture*  
Production Period: *Year round*

**ATLANTIC MARICULTURE LTD.**

P.O. Box 68  
*Castalia*  
*Grand Manan, NB*  
EOG 1L0  
Contact: *Joan Simms, General Manager*  
Telephone: 506-662-8150  
Fax: 506-662-8850  
Products: *Dulse — Fresh, gift pack*  
Annual Sales Range: *Less than 0.5M*  
Type of Business: *Processor, Exporter*  
Brands: *Atlantic Mariculture*

**ATLANTIC SILVER INC.**

P.O. Box 238  
*St. George, NB*  
EOG 2Y0  
Contact: *Kim Vance, CEO*  
Telephone: 506-755-3304  
Fax: 506-755-6361  
Products: *Atlantic Salmon (farmed) — Fresh*  
Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 75%  
Number of Employees: 60  
Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Silver Harvest*

**B.A. RICHARD LTD.**

P.O. Box 48, R.R. #1  
*St. Anne de Kent, NB*  
EOA 2V0  
Contact: *Marcel Richard, Manager*  
Telephone: 506-743-6198  
Fax: 506-743-8406  
Products: *Lobster — Fresh, frozen, canned; Scallops — Frozen*  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 75%  
Number of Employees: 100  
Type of Business: *Processor*  
Production Period: *May – October*  
Brands: *Richard*

**BELLEISLE FOODS**

*Belleisle Creek*  
*Kings County, NB*  
EOG 1E0  
Contact: *Peter Pope, President*  
*Steve Smith, National Sales Manager*

## NEW BRUNSWICK

Telephone: 506-485-2564  
Fax: 506-485-2566  
Products: *Salmon & Seafood Pies — Frozen*  
Annual Sales Range: 2.5 – 10M  
Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Belleisle Farms*

### BLUE COVE PACKING

(Div. of Blue Cove Group Inc.)  
R.R #1, P.O. Box 40  
Blue Cove, NB  
EOB 1R0

Contact: *Brice Hornbrook, President*  
*Robert Cormier, Secretary/Treasurer*

Telephone: 506-732-2839

Fax: 506-732-2048

Products: *Herring — Salt cured, marinated, fresh, frozen, roe; Lobster — Fresh, frozen, whole-in-shell, specialty pack*

Annual Sales Range: 8 – 15M

Percentage of Sales Exported: 90%

Type of Business: *Processor, Importer*

Production Period: *April – November*

Brands: *Captain Albert*

Countries of Interest: *Worldwide*

### BOTSFORD FISHERIES LTD.

P.O. Box 480

Cap Pele, NB

EOA 1J0

Contact: *Janice Ryan, Export Sales Manager*

Telephone: 506-577-4327

Fax: 506-577-2846

E-mail: *botsford@nbnet.nb.ca*

Products: *Herring (mild cured or hard cured) — Smoked, salted/dried; Alewives (Gaspenau) — Salted/dried*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 97%

Number of Employees: 2 – 45

Type of Business: *Processor*

Production Period: *Herring (year round),*

*Alewives (June – December)*

Brands: *Canadian Star Brand, Deli — Maré, Botsford*

### CANADIAN SILVER HERRING LTD.

P.O. Box 792

Cap Pele, NB

EOA 1J0

Contact: *Janice Ryan*

Telephone: 506-577-6048

Fax: 506-577-2846

Products: *Bloaters, Herring Fillets — Smoked*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 2 – 35

Type of Business: *Fish Processor*

Production Period: *April – December*

Countries of Interest: *European Union, Haiti*

### CAPE BALD PACKERS LTD.

P.O. Box 210

Cap Pele, NB

EOA 1J0

Contact: *Joseph P. Landry*

Telephone: 506-577-4316

Fax: 506-577-6421

Products: *Lobster, Crab — Frozen*

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 90 – 95%

Number of Employees: 300

Type of Business: *Processor*

Production Period: *April – October*

Brands: *Down East*

### CARAQUET ICE CO. LTD.

20 Rue du Quai

Caraquet, NB

E1W 1B6

Contact: *Richard Albert, President*

Telephone: 506-727-7211

Fax: 506-727-6769

Products: *Herring — Fresh, frozen, salted/dried, roe, dressed, specialty pack, gift pack, dried milt (powdered); Mackerel — Fresh, frozen, salted/dried, dressed, specialty pack; Lobster — Frozen, live; Groundfish (Cod, Plaice) — Fresh, frozen, dressed; Rock Crab*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 25%

Number of Employees: 150

Type of Business: *Processor*

Production Period: *May – November*

Brands: *Ocean Flo*

### CONNORS BROS., LIMITED

669 Main Street

Blacks Harbour, NB

E5H 1K1

Contact: *Mr. Heinz Schaerer,*

*Euro-Caribbean Sales Manager*

*Mr. Vince Taddeo, V.P. International Sales*

*Gerry Henry, Sales & Acquiring Manager*

*By-Products*

Telephone: 506-456-3391

Fax: 506-456-3546

#### Sales Offices:

*Connors Bros., Limited*

*199 Chesley Drive*

*P.O. Box 3950, Station B*

*St. John, NB*

*E2M 5E6*

*Contacts: Heinz Schaerer, International Sales*

*Manager — Canning Division*

*Vince Taddeo, V.P. Canning Division*

*Phone: 506-648-1500*

*Fax: 506-648-1505*

*Connors Brunswick Inc.*

*778 Main Street*

*South Portland, Maine 04106*

*Phone: 207-775-5777*

*Fax: 207-775-6745*

*Connors Seafoods Limited*

*The Harbour, Boddam*

*Peterhead, Scotland, AB4 7AU*

*Phone: 011-44-1-779-478-991*

*Fax: 011-44-1-779-471-014*

*Connors Bros. Ltd. — Latin America Office*

*9900 Stirling Road*

*Suite 215*

*Cooper City, Florida 33024, USA*

*Phone: 954-450-8001*

*Fax: 954-450-8006*

*Heritage Salmon Company*

*295 Turnpike Street*

*Canton, Mass, 02121*

*Phone: 617-821-8900*

*Fax: 617-828-0890*

*Products: Sardines — Canned; Herring —*

*Frozen, canned, roe; Atlantic Salmon — Fresh,*

*dressed, fillets, steaks, portions*

*Annual Sales Range: 50M+*

*Percentage of Sales Exported: 72 – 85%*

*Number of Employees: 250 – 1,700*

*Type of Business: Processor, Aquaculture,*

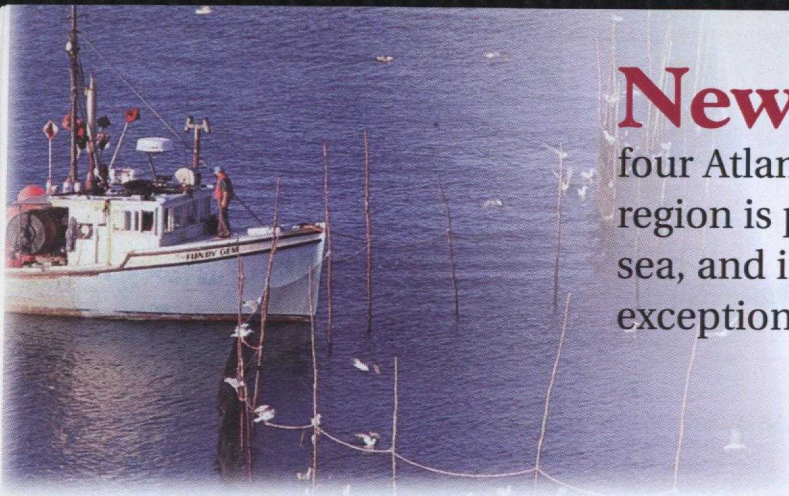
*Exporter*

*Production Period: Year round*

*Brands: Brunswick, Fairhaven, Banquet,*

*Heritage, Port Clyde, Holmes*





**New Brunswick** is one of Canada's four Atlantic provinces. Rich in natural resources, this region is particularly blessed with products from the sea, and in the case of New Brunswick, an exceptional variety of marine species.

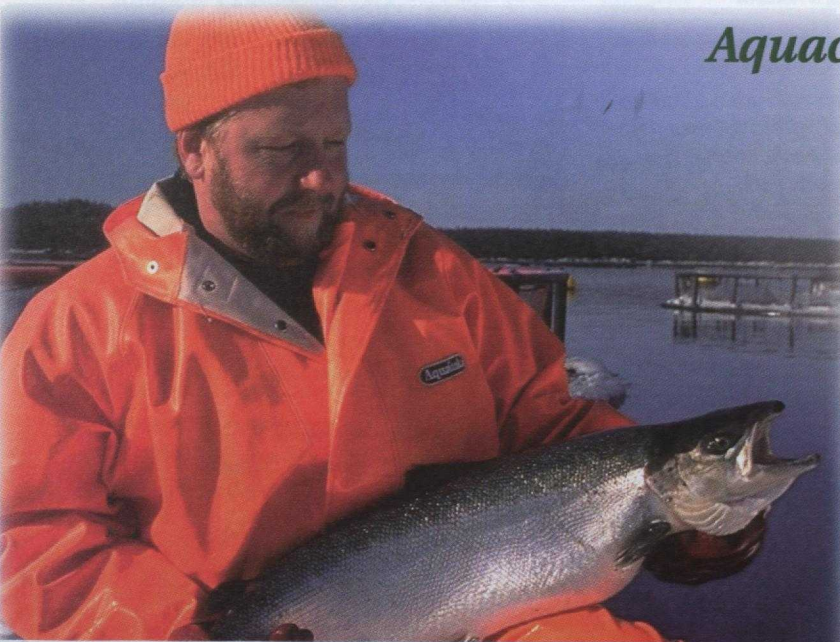
***The fisheries and aquaculture sector***

is the fourth largest industry in New Brunswick. It contributes nearly a billion dollars annually to the provincial economy, either directly or indirectly. In addition, this industry is associated with nearly 25,000 jobs. New Brunswick's seafood exports totalled \$569 million in 1995. Its chief markets are, in order of importance, the United States, Japan, and France.



***Fishing*** has been the backbone of more than 150 New Brunswick coastal communities for generations. This tradition lives on today thanks to a strong, organized industry that continues to encourage the sustainable development of fishing through management that is sensitive to stock conservation issues.

With landings of 127,000 tonnes valued at \$188 million in 1995 and a production value of over \$500 million, the fishing tradition in New Brunswick is very much alive. The main species caught are lobster, which alone accounts for 50% of the landed value, snow crab, herring, scallop, and shrimp.



***Aquaculture*** is a rapidly growing industry in New Brunswick. Atlantic salmon is by far the dominant species raised on the province's aquaculture farms, representing about 95% of production. Salmon farming started in southwest New Brunswick in 1979, with a small harvest valued at \$45,000. In 1995, the industry's production was worth more than \$100 million.

Other species raised in New Brunswick are trout, arctic charr, eel, oysters and mussels.

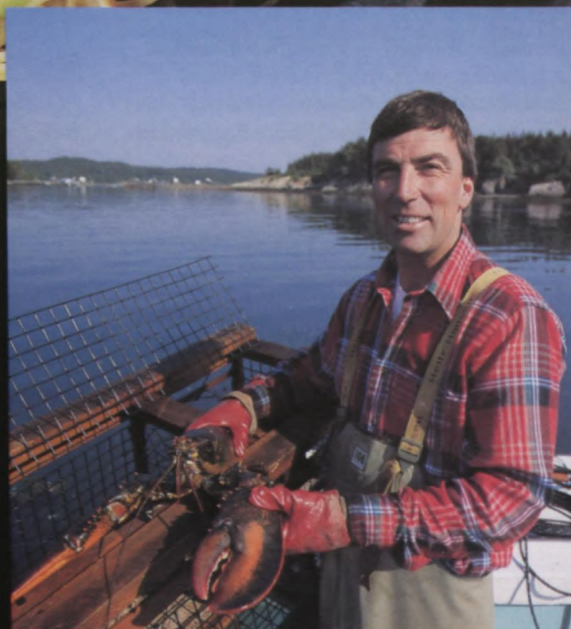




# A RICH TRADITION

In 1887 Canada's first lobster cannery opened in New Brunswick, establishing one of the oldest seafood processing industries in Canada. Today New Brunswickers continue to be innovative in fishing and processing technology. The consistent high quality of New Brunswick lobster products maintains our global reputation for excellence. We take pride in our knowledge of the sea and our leadership in the lobster industry.

New Brunswick...Continuing a rich tradition.



Canada New Brunswick

COOPERATION AGREEMENT ON FISHERIES AND AQUACULTURE DEVELOPMENT

For further information, please contact:  
New Brunswick Fisheries & Aquaculture  
Marketing Division  
P.O. Box 6000, Fredericton,  
New Brunswick, Canada, E3B 5H1  
Tel: (506) 453-2438  
Fax: (506) 453-5210



## NEW BRUNSWICK

### DEER ISLAND SALMON LTD.

P.O. Box 99, Lords Cove  
Deer Island, NB  
EOG 2J0

Contact: *Deidre Richardson, Sales Officer*  
Telephone: 506-747-2303  
Fax: 506-747-2428

Products: *Atlantic Salmon (farmed) — Fresh*  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 50%  
Number of Employees: 25  
Type of Business: *Aquaculture*  
Production Period: *Year round*  
Brands: *Deer Island Salmon*

### DUGUAY FISH PACKERS LTD.

R.R. #2, Box 9, Site 18  
Cap Pele, NB  
EOA 1J0

Contact: *Alfreda Duguay, Secretary*  
Telephone: 506-577-2287  
Fax: 506-577-1995

Products: *Herring (bloaters, split, fillets) — Smoked; Alewives*  
Annual Sales Range: *Less than 0.5M*  
Number of Employees: 15  
Type of Business: *Processor*  
Production Period: *May – December*

### EASTERN SEA PRODUCTS LTD.

P.O. Box 1461  
Shediac, NB  
EOA 3G0

Contact: *Maurice Allain, Owner/Manager*  
Telephone: 506-532-6111  
Fax: 506-532-9111

Products: *Mackerel — Fresh, frozen, smoked, salted/dried, roe; Herring — Fresh, frozen, smoked, salted/dried; Salmon — Smoked, salted/dried; Eels — Fresh, frozen, live, smoked; Shad — Fresh, frozen, smoked*  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 90%  
Number of Employees: 12  
Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Sea Pro, Cape Royal*

### EDMOND GAGNON LTD.

Box 2603  
Robichaud, NB  
EOA 2S0

Contact: *Paul McKee*  
Telephone: 506-532-2445(o)/506-532-4572(h)  
Fax: 506-532-1366

Sales Offices/Agents: *Charles Anastasia Orion Seafood Int'l Inc. 20 Ladd St., 3rd Floor Portsmouth, NH, USA, 03802*  
Telephone: 603-433-2220  
Fax: 603-433-8535  
Products: *Snow Crab — Fresh, frozen, live, canned, specialty pack, gift pack, whole-in-shell*  
Annual Sales Range: 20 – 30M  
Percentage of Sales Exported: 90%  
Number of Employees: 100 – 150  
Type of Business: *Processor*  
Production Period: *April – November*  
Brands: *Sea Pride, Apollo*

### EMILE C. LEBLANC & FILS LTEE

R.R. #1, Site 32, Box 8  
Cap Pele, NB  
EOA 1J0

Contact: *Yvon E. LeBlanc, President*  
Telephone: 506-577-4323  
Fax: 506-577-6260

Products: *Herring — Smoked, mild cured; Alewives — Salted/dried*  
Annual Sales Range: *Less than 0.5M*  
Percentage of Sales Exported: 95%  
Number of Employees: 50  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*

### ENTREPRISES LABRANCHE LTEE

P.O. Box 10, Site 11  
Baie Ste-Anne, NB  
EOC 1A0

Contact: *Raymond O'Neill*  
Telephone: 506-228-3340  
Fax: 506-228-4488

Products: *Mussels — Fresh; Oysters — Fresh; Quahogs (Littleneck Clam) — Fresh*  
Annual Sales Range: 0.5M  
Percentage of Sales Exported: 45%  
Number of Employees: 10 – 20  
Type of Business: *Processor, Aquaculture, Exporter*

Production Period: *May – December*  
Brands: *Seafood Suppliers (Fox Island)*

### FAMILY FISHERIES LIMITED

P.O. Box 168  
Wilson's Beach  
Campobello Island, NB  
EOG 3L0

Contact: *Winston Rice*  
Telephone: 506-752-2109  
Fax: 506-752-2548

Products: *Scallops — Fresh, frozen, whole-in-shell; Groundfish — Fresh, salted, dressed; Salmon — Fresh, smoked, dressed; Sea Urchins — Fresh, roe; Lobster — live, whole*  
Annual Sales Range: 2.5 – 10M  
Type of Business: *Processor, Aquaculture, Exporter, Importer, Wholesaler/Distributor*  
Production Period: *Year round*  
Brands: *Family Fisheries*

### FERME OSTREICOLE DUGAS LTEE

675 St-Pierre West Blvd  
Caraquet, NB  
EIW 1A2

Contacts: *Gaëtan Dugas, Director General*  
Telephone: 506-727-3226  
Fax: 506-727-4950

Products: *Oysters — Fresh; Oyster Seed for aquaculture*  
Annual Sales Range: *Less than 0.5M*  
Percentage of Sales Exported: 10%  
Number of Employees: 6 – 8  
Type of Business: *Processing, Oyster cultivation*  
Production Period: *May – December*  
Brands: *La Caraquette*  
Countries of Interest: *Switzerland, Holland, France*

### FUNDY LOBSTERS LTD.

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

Contact: *William M. Jones, Chairman*  
Telephone: 506-450-9000  
Fax: 506-450-9002

Products: *Lobster — Live*  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 85%  
Number of Employees: 10  
Type of Business: *Processor, Exporter*

## NEW BRUNSWICK

### GAUDET & OUELLETTE LTD.

P.O. Box 335

Cap Pele, NB

EOA 1J0

Contact: Normand Ouellette, President

Telephone: 506-577-4016

Fax: 506-577-4006

Products: Herring — Smoked;

Alewives — Pickled; Boneless fillets — Smoked

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 5 — 20

Type of Business: Processor

Production Period: Year round

### HARBOUR DELOUTRE PRODUCTS LTD.

P.O. Box 89

Wilson's Beach

Campobello, NB

EOG 3L0

Contact: John Malloch, President

Dorinda Anthony, Office

Telephone: 506-752-2255/2027

Fax: 506-752-2192

Products: Atlantic Salmon — Fresh

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 100%

Type of Business: Processor, Aquaculture

Production Period: Year round

Brands: Aguanor

### HELSHIRON FISHERIES LTD.

P.O. Box 200, Seal Cove

Grand Manan, NB

EOG 3B0

Contacts: Ronald Benson, President

Morton Benson, V.P./Manager

Telephone: 506-662-3502/3111

Fax: 506-662-3786

Products: Pollock, Cod, Hake — Ordinary cure, salted/dried; Herring (fillets & bloaters) — Smoked; Sea Urchins — Live, roe;

Sea Scallops — Fresh

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 35 — 38 (peak season)

Type of Business: Processor, Exporter

Production Period: Year round according to species

Brands: Helshiron Fisheries Ltd.

### ISLAND FISHERMEN COOPERATIVE ASSOCIATION LTD.

P.O. Box 179

Lameque, NB

EOB 1V0

Contact: Marcel Duguay, Production Manager

Telephone: 506-344-2204

Fax: 506-344-0413

Products: Groundfish (Cod, Sole, Turbot, Ocean Perch) — Fillet fresh and frozen; Northern

Shrimp (cooked and peeled) — Fresh and frozen;

Crab (Opilio, Rock, Atlantic) — Frozen sections and meat; Herring (Roe and fillet) — Frozen;

Lobster (Tail and meat) — Frozen

Annual Sales Range: 10 — 30M

Percentage of Sales Exported: 75%

Number of Employees: 400

Type of Business: Processor, Importer

Production Period: April — December

Brands: Port Royal, Luxury

Countries of Interest: United States, Japan, Europe

### JACOB TRADING LTD.

R.R. #1, Site 3, Box 13

Cap Pele, NB

EOA 1J0

Contact: Philip (Joe) Jacob Jr., President

Telephone: 506-577-6513

Fax: 506-577-6285

Products: Herring (bloaters) — Fresh, smoked, salted, split; Herring Fillets — Smoked;

Hake — Frozen, salted; Pollock — Dry;

Alewives; Mackerel — Split, salted

Annual Sales Range: 1.5 — 3M

Percentage of Sales Exported: 100%

Type of Business: Exporter

### JOHN L. INGERSOLL & SONS LTD.

Woodward's Cove

Grand Manan, NB

EOG 3N0

Contact: John L. Ingersoll, Owner/Operator

Betty G. Ingersoll, Secretary/Treasurer

Telephone: 506-662-8637/3577

Fax: 506-662-3575

Products: Herring (fillets, whole) — Smoked;

Cod, Pollock, Hake — Salted/dried; Scallops — Fresh; Atlantic Salmon — Fresh, smoked

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 99%

Number of Employees: 3 — 25

Type of Business: Processor, Exporter

Production Period: June — April

Brands: John L. Ingersoll & Sons

Countries of Interest: United States

### KENT FISH PRODUCTS LTD.

P.O. Box 404

Bouctouche, NB

EOA 1G0

Contact: Raymond Belliveau, President

Denis Joby, Manager

Telephone: 506-743-5627

Fax: 506-743-8203

Sales Offices/Agents: 171 Labrosse Ave.,

Pointe-Claire, QC, H9R 1A3

Telephone: 514-694-4401

Fax: 514-694-5491

Products: Cod, Pollock, Hake,

Cusk — Salted/dried; Herring — Smoked

Annual Sales Range: 2.5 — 10M

Percentage of Sales Exported: 99%

Number of Employees: Varies

Type of Business: Processor, Exporter

### LA FERME OSTREICOLE CHIASSON LTEE

P.O. Box 386

Lameque, NB

EOB 1V0

Contact: Yvon M. Chiasson, President

Telephone: 506-344-7133

Fax: 506-344-4448

Products: Mussels, Oysters — Fresh, whole-in-shell

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: Export ready

Number of Employees: 4 — 15

Type of Business: Processor, Aquaculture

Production Period: January — December

Brands: Chiasson Aquaculture

### LANDRY SEAFOODS LTD.

P.O. Box 8

Grande Anse, NB

EOB 1R0

Contact: Eric L. Landry, Manager

Telephone: 506-732-5502

Fax: 506-732-3034

Products: Lobster (tails, flesh) — Fresh, frozen,



## NEW BRUNSWICK

*live, canned, portioned, roe, specialty pack, whole-in-shell; Herring — Frozen, salted/dried, roe, dressed, marinated; Crab (sections, meat) — Fresh, frozen, canned, whole-in-shell*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 100%

Number of Employees: 125

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: 10 months

Brands: Capt. Erik, Silver Snack

Countries of Interest: Worldwide

### LES PECHERIES ROMA FISHERIES

*(Div. of Blue Cove Group Inc.)*

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

Blue Cove, NB

EOB 1R0

Contact: Brice Hornbrook, President  
Robert Cormier, Secretary/Treasurer

Telephone: 506-732-2839

Fax: 506-732-2048

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

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90

Type of Business: Processor, Importer

Production Period: April – November

Countries of Interest: Worldwide

### LESLIE LEGER & SONS LTD.

P.O. Box 659

Cap Pele, NB

EOA 1J0

Contacts: Leslie Leger, President  
Ron LeBlanc, Marketing Manager  
Paul Roper, Comptroller

Telephone: 506-577-4730

Fax: 506-577-4960

Products: Herring — Smoked, frozen roe, mild cured (Dutch Style); Alewives — Pickled

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Type of Business: Processor

Production Period: Year round

Brands: Captain (For mild cured herring only)

### M.G. FISHERIES LTD.

Grand Harbour

Grand Manan, NB

EOG 3B0

Contact: Norman Green, Vice President

Telephone: 506-662-3471

Fax: 506-662-3779

Products: Pollock, Cod, Hake — Salted/dried;

Scallops — Fresh; Lobster — Live;

Flounder, Shark, Monkfish — Dressed;

Sea Urchins — Live

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 50%

Number of Employees: 12

Type of Business: Processor

Production Period: Year round

### MAISONNETTE SEAFOODS

*(Div. of Blue Cove Group Inc.)*

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

Blue Cove, NB

EOB 1R0

Contact: Brice Hornbrook, President  
Robert Cormier, Secretary/Treasurer  
Alan Morrison, Assistant Manager

Telephone: 506-732-2839

Fax: 506-732-2048

Products: Herring — Salt cured, marinated, fresh, frozen, roe; Alewives — Frozen, salted/dried

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90

Type of Business: Processor, Importer

Production Period: April – November

Countries of Interest: Worldwide

### MCGRAW SEAFOOD (1995) INC.

P.O. Box 3178

Tracadie-Sheila, NB

E1X 1G5

Contact: Paul Boudreau, General Manager

Telephone: 506-395-3374

Fax: 506-395-2821

Products: Frozen — Lobster, Herring, Mackerel, Cod, Smelt, Scallops

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 80%

Number of Employees: 80

Type of Business: Processor, Exporter

Production Period: Year round

Brands: McGraw

Countries of Interest: European Union, Japan, United States

### MIKE N. BOUDREAU SEAFOOD LTD.

34 Chemin de la Brèche

Robichaud, NB

EOA 2S0

Contact: Mike Boudreau, President  
Linda Boudreau, Office Manager

Telephone: 506-577-6271

Fax: 506-577-6784

Products: Lobster — Frozen, canned, live, whole-in-shell; Lobster (tails) — Frozen

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 75%

Number of Employees: 8

Type of Business: Exporter, Importer, Wholesaler/Distributor

### MILLS SEAFOOD LTD.

P.O. Box 630

5 Mills Street

Boucouteche, NB

EOA 1G0

Contact: Gerald Mills, President  
Steven Mills, Marketing Manager

Telephone: 506-743-2444

Fax: 506-743-8497

Products: Clams — Fresh, frozen, whole-in-shell, shucked meats; Scallops — Fresh, frozen; Quahogs (Littleneck Clam), Oysters — Whole-in-shell; Sea Urchin — Whole-in-shell, roe; Eel — Frozen, fresh; Smelt

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 125

Type of Business: Processor, Exporter, Importer, Wholesaler/Distributor

Production Period: Year round

Brands: Mills

Countries of Interest: United States, Japan

### OVEN HEAD SALMON SMOKERS

P.O. Box 455

St. George, NB

EOG 2Y0

Contact: Debra Thorne, Vice President

Telephone: 506-755-2507

Fax: 506-755-8883

Sales Offices/Agents: Bethel, NB



## NEW BRUNSWICK

Phone: 506-755-2507

Products: *Fresh Smoked Atlantic Salmon, Smoked Salmon paté, Smoked Salmon jerky*

Annual Sales Range: *Less than 0.5M*

Percentage of Sales Exported: *5%*

Number of Employees: *4*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Oven Head Smoked Salmon, Smoked Salmon Paté*

### PATUREL SEAFOOD LTD.

P.O. Box 460

Shediac, NB

EOA 3G0

Contact: *Bernard LeBlanc, Sales & Distribution Manager*  
*James Bateman, President*

Telephone: 506-532-4431

Fax: 506-532-5450

Sales Offices/Agents: *Halieutis, S.A.; Lorient, France; Pittman Seafoods, N.V.; Zeebrugge, Belgium; Georg Boden & Co. GMBH, Hamburg, Germany; Wannebo International AS, Kristianshand S. Norway; AB S J Norman, Stockholm, Sweden*

Products: *Lobster — Fresh, frozen, canned, whole-in-shell; Crab — Frozen, whole-in-shell; Herring — Frozen, roe; Mackerel — Frozen, canned*

Annual Sales Range: *50M+*

Percentage of Sales Exported: *80 – 85%*

Number of Employees: *650 (peak season), 50 (off season)*

Type of Business: *Processor, Exporter*

Production Period: *Live Lobster (year round), Others (May -November)*

Brands: *Paturel*

### PECHERIES CAP-LUMIERE FISHERIES LTEE/LTD.

P.O. Box 69  
Richibouctou Village, NB  
EOA 2N0

Contact: *Jean-Guy Maillet, General Manager*

Telephone: 506-523-4445

Fax: 506-523-6826

Sales Offices/Agents: *Gabriel Elbaz, Sogelco International, Montreal, QC*

Phone: 514-849-2414

Products: *Lobster — Frozen, canned, specialty pack; Rock Crab — Frozen, specialty pack; Smelt — Frozen, dressed*

Annual Sales Range: *14 – 18M*

Percentage of Sales Exported: *95%*

Number of Employees: *10 – 250 (peak season)*

Type of Business: *Processor*

Production Period: *May – October*

Brands: *Sogel*

Countries of Interest: *Worldwide*

## Connors Bros., Limited

*International marketer and manufacturer of quality seafood products for over 100 years*



### Premium Quality Fresh Salmon

Tel: (604) 277-3093

Fax: (604) 275-8614

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



### Quality Canned Seafood Products

Tel: (506) 648-1500

Fax: (506) 648-1505

P.O. Box 3950, Station B, Saint John, NB E2M 5E6



## NEW BRUNSWICK

### PIER 99 PRODUCTS LTD.

P.O. Box 99  
Cap-Pele, NB  
EOA 1J0

Contact: *Danny Cormier, Vice President*  
Telephone: 506-577-6544  
Fax: 506-577-4666

Products: *Lobster — live; Mackerel — Fresh, frozen*

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 25%

Type of Business: *Exporter, Importer*

### POISSON RAYMOND LTÉE

P.O. Box 404  
Boucouché, NB  
EOA 1G0

Contact: *Raymond Belliveau*  
Telephone: 506-743-5627

Fax: 506-743-8203

Products: *Lobster — Fresh, frozen, live, canned, gift pack, whole-in-shell; Scallops — Fresh, frozen; Salt fish — Smoked, salted; Alewives*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 75%

Number of Employees: 50

Type of Business: *Processor, Exporter*

Production Period: *April – November*

Brands: *Festival, Wakefield, U.M.F*

### PRODUITS BELLE BAIE LTÉE

10 Rue du Quai  
Caraquet, NB  
EIW 1B6

Contact: *Valmond Chiasson, Director General*  
*Fernand Brideau, Sales Manager*

Telephone: 506-727-4414

Fax: 506-727-7166

Products: *Shrimp — Frozen, cooked & peeled; Herring Round — Fillets, marinated, roe; Snow Crab, Groundfish*

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 75%

Number of Employees: 300+

Type of Business: *Processor, Exporter*

Production Period: *February – November*

Brands: *Belle Baie, Perle du Golfe, Carapeç*

Countries of Interest: *European Union, Latin America*

### RAYMOND O'NEILL & SON LTD.

R.R. #2  
Baie Ste Anne, NB  
EOC 1A0

Contact: *Raymond O'Neill, President*  
Telephone: 506-228-4794  
Fax: 506-228-4488

Products: *Lobster — Fresh, frozen, canned, whole-in-shell; Herring — Frozen, roe; Clams, Quahog, Scallops — Frozen*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 175

Type of Business: *Processor, Exporter, Importer*

Production Period: *May – October*

Brands: *O'Neill, Wendys*

### ROGER BREAU FISH EXPORTER INC.

83 Alma St.  
Moncton, NB  
EIC 4Y5

Contact: *Roger Breau, General Manager*  
*Adeline Fisher, Office Manager*

Telephone: 506-857-1729

Fax: 506-859-7387

E-mail: *rbreau@auracom.com*

Products: *Alewives — Salted in brine; Herring — Smoked; Hake — Salted/dried; Pollock, Mackerel, Cod*

Annual Sales Range: 0.5 – 2.5M

Type of Business: *Exporter*

### SHEDIAC LOBSTER SHOP LTD.

P.O. Box 667  
Shediac, NB  
EOA 3G0

Contact: *Gilles Maillet*

Telephone: 506-532-4302

Fax: 506-532-6137

E-mail: *gmaillet@mailserv.nbnet.nb.ca*

Products: *Lobster — Fresh, frozen, canned, portioned, specialty pack, whole-in-shell; Cmb — Frozen*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 85%

Number of Employees: 125

Type of Business: *Processor, Importer*

Production Period: *May – November*

Brands: *Shediac Bay Brand*

Countries of Interest: *United States, Japan, China*



### TRICO MARKETING SERVICES INC.

43 Pine Glen Road  
Riverview, NB  
E1B 1V3

Contact: *Eugene Landry, President*  
Telephone: 506-387-8175

Fax: 506-387-8176

Products: *Lobster — Fresh, frozen, live, canned, portioned, specialty pack, whole-in-shell; Groundfish — Frozen, smoked, salted/dried; Crab — Frozen, portioned, specialty pack, whole-in-shell; Herring — Frozen, smoked, salted/dried, roe; Mackerel — Frozen, canned, smoked, salted/dried*

Annual Sales Range: 5 – 8M

Percentage of Sales Exported: 95%

Number of Employees: 3

Type of Business: *Seafood Marketer*

Production Period: *Year round*

Brands: *U.M.F, Bluenose, Howard's Cove, E.P.M.*

### TRUE NORTH SALMON COMPANY

P.O. Box 353  
St. George, NB  
EOG 2Y0

Contact: *Terry Hatt, Marketing*  
*Linda McGee, Marketing*  
*Glenn Cooke, Vice-President*  
Telephone: 506-755-1161

Fax: 506-755-1166

Products: *Salmon Fillets — Fresh; Salmon Steaks — Fresh; Whole Atlantic Salmon — Fresh, smoked, portioned*

Annual Sales Range: 10 – 16M

Percentage of Sales Exported: 50%

Number of Employees: 75

Type of Business: *Processor, Exporter, Aquaculture*

Production Period: *Year round*

Brands: *True North*



## NEW BRUNSWICK

### WEST ISLES SEAFOODS LTD.

P.O. Box 39, Lambertville  
Deer Island, NB  
EOG 210

Contact: Stacy Frye, Sales Manager  
Donovan Frye, President

Telephone: 506-747-2248

Fax: 506-747-2451

Products: Atlantic Salmon — Fresh, dressed;  
Lobster — Live

Annual Sales Range: 2.5 — 10M

Percentage of Sales Exported: 90%

Number of Employees: 20

Type of Business: Exporter, Aquaculture

Production Period: Year round

### WESTMORLAND FISHERIES LTD.

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

Contact: Yvon Gaudet, President

Telephone: 506-577-4325

Fax: 506-577-6318

Products: Lobster — Frozen, canned; Frozen —  
Lobster Meat, specialties; Snow Crab — Frozen;  
Bar Clams — Frozen

Annual Sales Range: 10 — 50M

Percentage of Sales Exported: 90 — 95%

Number of Employees: 400 (peak season),  
6 — 10 (off season)

Type of Business: Processor, Exporter

Production Period: May — October

Brands: Rocky Point, New London

### WHOLE FAMILY FISHERY

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

Contact: Colby Cossaboom, Owner

Telephone: 506-662-3437

Products: Lobster — Fresh, live; Scallops —  
Fresh; Pollock, Cod — Fresh, salted; Rock Crab,  
Jonah Crab, Sea Urchins, Salmon

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 50%

Number of Employees: 1 — 5

Type of Business: Processor, Exporter,  
Wholesaler

Production Period: Groundfish (June —  
October), Lobster (November — January),  
(April — June), Scallops (January — April)

### WILLIAM JACKSON SEAFOODS INC.

Wilson's Beach  
Campobello, NB  
EOG 3L0

Contact: William Jackson, President

Telephone: 506-752-2061

Fax: 506-752-2366

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

Annual Sales Range: 2.5 — 10M

Percentage of Sales Exported: 95%

Number of Employees: 15 (peak);  
4 (off season)

Type of Business: Processor, Aquaculture,  
Exporter, Wholesaler/Distributor

Production Period: Year round

Countries of Interest: United States

**ALLEN'S FISHERIES LTD.**

*General Delivery, Benoit's Cove  
Bay of Islands, NF  
AOL 1A0*  
Contact: *Richard Allen, Vice President*  
Telephone: *709-789-2931*  
Fax: *709-789-3355*  
Products: *Capelin, Cod, Flounder/Sole,  
Flounder (Blackback), Herring, Lobster,  
Lumpfish Roe, Mackerel, Scallops, Smelt,  
Snow Crab*  
Annual Sales Range: *2.5 - 10M*  
Percentage of Sales Exported: *75%*  
Number of Employees: *40*  
Type of Business: *Processor, Exporter*  
Production Period: *April - January*  
Brands: *Allen's Fisheries Ltd., F.W. Bryce Ltd.*  
Countries of Interest: *Worldwide*

**AQUA FISHERIES LTD.**

*P.O. Box 87  
Ferryland, NF  
A0A 2H0*  
Contact: *Donald Graham Sr., Manager  
Donald Graham Jr., Sales Manager*  
Telephone: *709-363-2260/2069*  
Fax: *709-363-2262*  
Products: *Cod - Fresh, frozen, salted, battered,  
in sauce; Capelin, Flounder (Sole) - Fresh,  
frozen; Mackerel - For bait; Salmon - Frozen,  
dressed, smoked; Snow Crab - Sections, meat,  
value added; Scallops - Fresh, frozen; Lumpfish  
Roe; Eel - Live, smoked, frozen; Shrimp -  
Cocktail, salad, battered; Sea Urchins -  
Processed roe; Herring - Dressed, frozen,  
smoked (kippers); Turbot (Greenland Halibut)  
- Fresh, frozen; Shark - Fins, steaks; Skate  
Wings; Redfish - Fresh, Frozen; Mussels -  
Fresh, marinated; Whelk - Meat; Periwinkles,  
Dogfish - Fresh, frozen; Squid - Fresh, frozen,  
dried (tubes); Lobster - Live*  
Annual Sales Range: *2.5 - 10M*  
Percentage of Sales Exported: *100%*  
Number of Employees: *120 - 150*  
Type of Business: *Processor, Trader, Broker*  
Production Period: *Year round*  
Brands: *Sunsea, Ocean Gems, Cape Shore*  
Countries of Interest: *United States, Italy,  
Russia, China, Germany, United Kingdom,  
France, Japan, Korea*

**ATLANTIC SEAFOOD  
SAUCE CO. LTD.**

*P.O. Box 425  
St. Mary's, NF  
A0B 3B0*  
Contact: *Capt. Sanh Ngo*  
Telephone: *709-525-2538*  
Fax: *709-525-2538*  
Sales Office/Agent: *Jimyko Inc.  
2190 Army St.  
San Francisco, CA 94124*  
Telephone: *415-282-7628*  
*Shuey Shing Pty Ltd.  
P.O. Box 65 Abbotsford, Vic, 3067, Australia*  
Telephone: *03-429-2388*  
Products: *Seafood Sauce, Fish Sauce, Pre-Mixed  
Fish Sauce, Fish Paste, Pre-Mixed Fish Paste*  
Annual Sales Range: *Less than 0.5M*  
Percentage of Sales Exported: *75%*  
Number of Employees: *4*  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Atlantic, Two Golden Fish (Song Ngu)*  
Countries of Interest: *United States, Australia*

**ATLANTIC TREASURE  
SEAFOODS LIMITED**

*(Bay Roberts Seafoods Limited)  
P.O. Box 398  
Bay Roberts, NF  
A0A 3V0*  
Contact: *David Russell*  
Telephone: *709-786-6712*  
Fax: *709-786-6786*  
Products: *Capelin, Cod, Flounder, Herring,  
Lumpfish Roe, Mackerel, Skate Wings, Smoked  
Capelin, Smoked Herring, Smoked Mackerel,  
Smoked Salmon, Squid, Turbot*  
Percentage of Sales Exported: *95%*  
Type of Business: *Processor*  
Brands: *Atlantic Treasure*

**BEOTHIC FISH  
PROCESSORS LIMITED**

*P.O. Box 10  
Valleyfield, NF  
A0G 1B0*  
Contact: *Paul Grant, Marketing Manager*  
Telephone: *709-753-6884*  
Fax: *709-753-9709*  
Products: *Capelin, Cod, Crab (Atlantic, Rock,  
Snow), Flounder/Sole, Flounder (Blackback),  
Grenadier, Herring, Lumpfish Roe, Mackerel,  
Skate Wings, Smelt, Squid, Turbot*  
Annual Sales Range: *10 - 50M*  
Percentage of Sales Exported: *100%*  
Number of Employees: *900*  
Type of Business: *Processor*  
Production Period: *May - October*  
Brands: *Atlantic Ocean, Sea-Licious, Luxury*

**BREAKWATER FISHERIES LIMITED**

*14 O'Brien's Hill  
St. John's, NF  
A1B 4G4*  
Contact: *Randy Barnes, President*  
Telephone: *709-754-1999*  
Fax: *709-754-9712*  
Products: *Capelin, Crab (Snow), Herring,  
Lobster, Lumpfish Roe, Mackerel, Mussels,  
Periwinkle, Salmon, Scallops, Sea Urchin, Smelt,  
Squid, Tuna, Turbot, Whelk*  
Annual Sales Range: *10 - 50M*  
Type of Business: *Processor, Exporter, Trader*  
Production Period: *April - December*  
Brands: *Breakwater*

**CALVERT FISH INDUSTRIES LTD.**

*General Delivery  
Calvert, NF  
A0A 1N0*  
Contact: *Andy Sullivan*  
Telephone: *709-432-2290/2291*  
Fax: *709-432-2920*  
Products: *Blackback, Capelin - Fresh, frozen;  
Cod - Fresh, frozen, salted; Lumpfish Roe,  
Squid*  
Annual Sales Range: *2.5 - 10M*  
Percentage of Sales Exported: *100%*  
Number of Employees: *100*  
Type of Business: *Processor, Exporter*  
Production Period: *April - November*





Greenland Turbot



Atlantic King Crab



Atlantic Herring



Snow Crab



Steelhead



Cultured Blue Mussels

## The Fishery of Newfoundland and Labrador is just not the same... It's better than ever!

Discover the variety of Newfoundland seafood. Some of the cleanest, coldest waters on earth surround Newfoundland and Labrador, creating a rich and diverse harvest of the world's finest seafood. In fact, 1996 saw Newfoundland and Labrador producing well over \$500 million worth of seafood products for markets all over the world.

Today, Newfoundland and Labrador offers buyers a wider variety of seafood from our fishery and aquaculture industries.

The Newfoundland Seafood Market Council will help you discover this variety of Seafood. Contact us for a directory of seafood suppliers, recipes, species fact sheets and more.



Newfoundland Seafood  
Market Council  
P.O. Box 13546, Station A  
St. John's, Newfoundland  
Canada A1B 4B8  
Tel/Fax 709 722-3303



**NEWFOUNDLAND AND LABRADOR****CANSTOCK LTD.**

P.O. Box 61  
Eastport, NF  
A0G 1Z0

Contact: *Olav Brochmann, President*  
Telephone: 709-677-2273  
Fax: 709-677-3580

Products: *Cod, Herring, Squid, Mackerel, Scallops, Capelin — Frozen, salted/dried; Salmon, Shrimp, Lumpfish Roe*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: *Varies*  
Number of Employees: *Varies*  
Type of Business: *Exporter, Trader*  
Production Period: *Year round*

Countries of Interest: *China, United States, Germany, United Kingdom, France, Japan, Hong Kong, Taiwan*

**COLD OCEAN INC.**

415 Griffin Drive  
Corner Brook, NF  
A2H 3E9

Contacts: *David Middleton, Director of Marketing*  
*Paul Wight, Marketing Co-ordinator*  
Telephone: 709-785-7387  
Fax: 709-785-5365

E-mail: *seafreez@atcon.com*

Products: *Herring, Capelin, Mackerel, Redfish, Eels, Greenland Halibut, Seal, Shrimp, Crab — Various product forms and treatments*

Annual Sales Range: 50M+  
Percentage of Sales Exported: 95%  
Number of Employees: 250  
Type of Business: *Processor*  
Production Period: *Varies according to species*  
Brands: *Ocean Leader*  
Countries of Interest: *Worldwide*

**CONCEPTION BAY OCEAN PRODUCTS LTD.**

P.O. Box 7357  
St. John's, NF  
A1E 3Y5

Contact: *Haniff Madakia, President*  
Telephone: 709-753-6684  
Fax: 709-753-9621

Products: *Groundfish — Fresh, frozen; Lumpfish — Roe; Pelagics — Frozen, salted/dried*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 90%  
Number of Employees: 30  
Type of Business: *Processor*  
Production Period: *May – November*

**CONPAK SEAFOODS INC.**

P.O. Box 13008  
St. John's, NF  
A1B 3V8

Contact: *Steve Noseworthy*  
Telephone: 709-726-3020  
Fax: 709-726-8595

Sales Offices/Agents: *In Newfoundland: Hermitage, Gaultois, Twillingate, Englee, Bide Arm, Leading Tickle*

Products: *Capelin, Cod, Crab (Snow), Flounder, Hake, Herring, Lumpfish Roe, Mackerel, Ocean Catfish, Pollock, Redfish, Scallops, Skate Wings, Squid, Turbot*

Annual Sales Range: 15M  
Percentage of Sales Exported: 90%  
Number of Employees: 1,500  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *CSI*

**DALEY BROTHERS LTD.**

117 Glencoe Dr.  
Mount Pearl, NF  
A1N 4S7

Contact: *Rosemary Buckingham*  
Telephone: 709-364-8844  
Fax: 709-364-7216

Products: *Capelin — Frozen, fresh, dried; Cod — Frozen, fresh, salted; Crab (Atlantic, Snow, Rock) — Frozen; Greenland Turbot — Frozen; Grenadier — Fresh; Haddock — Frozen, salted; Hake — Frozen, salted; Herring — Frozen, salted; Lump Roe — Salted; Mackerel — Frozen; Monkfish — Frozen; Pollock — Frozen, salted; Scallops — Frozen, fresh; Seal — Frozen, fresh, salted/dried; Shrimp — Frozen, fresh; Skate Wings — Frozen; Squid — Frozen; Tuna — Fresh*

Type of Business: *Fishery Harvesting, Processing, Marketing*  
Countries of Interest: *Worldwide*

**DORSET FISHERIES LIMITED**

179 Water Street  
St. John's, NF  
A1C 1B1

Contact: *Derrick Philpott*  
Telephone: 709-739-7147  
Fax: 709-739-0586

Products: *Capelin, Cod, Crab (Atlantic), Flounder/Sole, Herring — Fillets; Lobster, Lumpfish Roe, Mackerel, Monkfish, Skate, Squid, Turbot, Sea Urchin*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 95%  
Number of Employees: 120  
Type of Business: *Processor*  
Production Period: *April – December*

**E.J. GREEN AND COMPANY LTD.**

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

Contact: *Derek Green, President*  
Telephone: 709-583-2670  
Fax: 709-583-2804

Products: *Capelin (Female & Male), Cod, Flounder, Herring, Lumpfish Roe, Mackerel, Sea Urchin, Squid, Turbot*

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 90%  
Number of Employees: 100  
Type of Business: *Processor*  
Production Period: *May – November*

**EARLE BROTHERS FISHERIES LTD.**

151 Water Street  
Carbonear, NF  
A1Y 1B6

Contacts: *Fred G. Earle, President*  
*Allen Pilgrim, Secretary - Treasurer*  
Telephone: 709-596-5166/505616448  
Fax: 709-596-3801

Products: *Capelin, Cod, Crab (Snow), Fish Meal, Fish Oil, Flounder, Herring, Lumpfish Roe, Mackerel, Squid*

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 95%  
Number of Employees: 250 – 300  
Type of Business: *Processor, Exporter*  
Production Period: *May – October*  
Brands: *Seas Earle*

Countries of Interest: *Japan, United States, Spain, Portugal, Denmark, European Union*

**NEWFOUNDLAND AND LABRADOR****ERIC KING FISHERIES LTD.**

P.O. Box 10  
Burnt Islands, NF  
AOM 1B0

Contact: *Eric King, President*

Telephone: 709-698-3421

Fax: 709-698-3025

Sales Offices/Agents: *National Sea Products, Lunenburg, NS*

Products: *Cod, Redfish, Pollock, Haddock, Hake (all groundfish), Lobster — Fresh; Lumpfish Roe*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 400 (peak), 200 – 250 (off season)

Type of Business: *Processor, Exporter, Distributor*

Production Period: *April – December*

**FISHERY PRODUCTS INTERNATIONAL LTD.**

P.O. Box 550  
St. John's, NF  
A1C 5L1

Contacts: *Randy Bishop, Vice President Sales & Marketing*

Telephone: 709-570-0000

Fax: 709-570-0138

Internet: <http://www.fpil.com>

Sales Offices/Agents: *In Europe: Cuxhaven, Germany; Reading, England*

*In Canada: Montreal, QC; Toronto, ON;*

*Vancouver, BC; Calgary, AB*

*In USA: Danvers, MA; Seattle, WA*

Products: *Cod, Crab (Atlantic, Rock, Snow), Flounder, Grey Sole, Haddock, Hake, Lumpfish Roe, Ocean Perch, Pollock, Scallops, Shrimp, Sole, Tilapia, Turbot*

Annual Sales Range: 700M

Percentage of Sales Exported: 80%

Number of Employees: 2,500

Type of Business: *Processor, Exporter, Importer*

Production Period: *Year round*

Brands: *FPI, Maripac, Mirabel, Catch OTheDay*

**FOGO ISLAND CO-OP SOCIETY LTD.**

P.O. Box 70  
Seldom, NF  
AOG 3Z0

Contact: *Peter Kean, General Manager Ken Budden, Sales Manager*

Telephone: 709-627-3452

Fax: 709-627-3495

Products: *Capelin, Crab (Snow), Herring, Lumpfish Roe, Turbot*

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 90%

Number of Employees: 500

Type of Business: *Processor, Exporter*

Production Period: *May – November*

Brands: *Ocean Select, Ocean Elite*

**G.J. SHORTALL LTD.**

P.O. Box 1382  
St. John's, NF  
A1C 5N5

Contact: *Steve Shortall, President*

Telephone: 709-747-0655

Fax: 709-747-2223

Products: *Squid — Dried; Capelin — Dried/Frozen*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 20

Type of Business: *Processor, Exporter, Trader*

Production Period: *September – December*

**GORMAN FISHERIES LTD.**

P.O. Box 10, Harbour Main  
Conception Bay, NF  
A0A 2P0

Contact: *Patrick Gorman, President Anne M. Gorman, Secretary/Treasurer*

Telephone: 709-229-6536

Fax: 709-229-6864

Products: *Capelin — Frozen, fresh; Squid — Frozen, fresh; Mackerel — Frozen, fresh; Herring — Fresh, frozen; Lumpfish Roe — Fresh; Tuna — Fresh; Lobster — Fresh*

Annual Sales Range: *Less than 0.5M*

Percentage of Sales Exported: 100%

Number of Employees: 120 (peak), 8 (permanent)

Type of Business: *Processor, Exporter*

Production Period: *May – November*

**H.B. DAWE LTD.**

P.O. Box 100  
Cupids, NF  
A0A 2B0

Contact: *Philip Hillyard, General Manager Wallace Brown, Office Manager*

Telephone: 709-528-4347

Fax: 709-528-3463

Products: *Capelin, Cod, Flounder, Hake, Herring, Mackerel, Monkfish, Pollock, Shark, Shrimp, Skate Wings, Turbot*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 100%

Number of Employees: 400 (Peak)

Type of Business: *Processor*

Production Period: *April – January*

**HAPPY ADVENTURE SEA PRODUCTS 1991 LTD.**

P.O. Box 59  
Eastport, NF  
A0G 1Z0

Contact: *Geoffrey Moss, President Beulah Moss, Office Manager*

Telephone: 709-677-2612

Fax: 709-677-2334

Products: *Capelin — Frozen, salted/dried; Herring — Frozen, salted hard cure; Mackerel — Frozen; Squid — Frozen, dried*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 70

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Happy Adventure Sea Products*

Countries of Interest: *Japan, China, Korea, Taiwan, United States*

**HARBOUR GRACE FISHING COMPANY LTD.**

P.O. Box 1986, Water Street  
Harbour Grace, NF  
A0A 2M0

Contact: *Thomas Caines, Vice President*

Telephone: 709-596-7186

Fax: 709-596-7189

Products: *Cod — Fresh, frozen, salted/dried*

Percentage of Sales Exported: 100%

Number of Employees: 250 (peak), 50 (off season)

Type of Business: *Processor, Wholesaler*

Production Period: *Winter & Fall*

**NEWFOUNDLAND AND LABRADOR****HICKEY & SONS  
FISHERIES LIMITED**

P.O. Box 73, O'Donnell's  
St. Mary's Bay, NF  
A0B 3A0

Contacts: *Todd Hickey*  
Telephone: 709-521-2385  
Fax: 709-521-2643

Products: *Capelin — Frozen; Swordfish — Fresh; Squid — Frozen; Mackerel — Frozen; Herring — Frozen; Scallops — Frozen, fresh; Tuna — Fresh; Lobster — Fresh; Groundfish — Frozen, fresh, salted*

Annual Sales Range: 2M+  
Percentage of Sales Exported: 50%  
Number of Employees: 50 – 200  
Type of Business: *Processor, Buyer, Harvester*  
Production Period: *March – December*

**HIGDON'S SEAFOODS LTD.**

P.O. Box 99  
New Harbour, NF  
A0B 2P0

Contact: *Ronald Higdon, Owner*  
Telephone: 709-582-2690  
Fax: 709-582-3407

Products: *Cod, Squid, Mackerel, Herring, Capelin — Frozen*

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 100%  
Number of Employees: 10 (off season),  
250 – 300 (peak season)  
Type of Business: *Processor, Exporter*  
Production Period: *May – October*

**HIGH SEA FOODS LTD.**

P.O. Box 1  
Glovertown, NF  
A0G 2L0

Contact: *Emerson Oram, President*  
Telephone: 709-533-2626  
Fax: 709-533-2627

Products: *Herring — Fresh, frozen, smoked, salted/dried, roe; Capelin — Frozen, salted/dried, roe; Eels — Fresh, frozen, live, dressed; Smelts — Fresh, frozen, dressed; Other Species — Fresh, frozen*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 90%  
Number of Employees: 26 – 56  
Type of Business: *Processor, Exporter*  
Production Period: *June – November*

**INDIAN BAY FROZEN  
FOODS INC.**

P.O. Box 160  
Centreville, NF  
A0G 4P0

Contact: *John Ackerman*  
Telephone: 709-678-2844  
Fax: 709-678-2447

Products: *Capelin, Seal Meat — Ground, canned, primecuts, whole, pepperoni, salami*

Annual Sales Range: 2M  
Percentage of Sales Exported: 90%  
Number of Employees: 30  
Type of Business: *Primary/Secondary Processor*  
Production Period: *February – November*  
Brands: *Coastal People*

**INTERNATIONAL  
ENTERPRISES LIMITED**

P.O. Box 6  
Herring Neck, NF  
A0G 2R0

Contact: *Alvin Miles, President*  
Telephone: 709-628-5202  
Fax: 709-628-7828

Products: *Mussels, Lobster — Live*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 25%  
Number of Employees: 25  
Type of Business: *Processor, Aquaculture, Wholesaler/Distributor*  
Production Period: *Mussels (Year round), Lobster (In season)*

**ISHIWATA TRADING  
COMPANY LTD.**

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

Contact: *Noboru Ishiwata, President*  
*Rose Arden, Manager*  
Telephone: 709-753-0385  
Fax: 709-579-6300

Products: *Tuna — Frozen, live; Capelin, Turbot (Greenland Halibut) — Frozen; Surf Clam — Frozen, specialty pack; Snow Crab — Frozen, whole-in-shell; Northern Shrimp*

Annual Sales Range: 20 – 40M  
Percentage of Sales Exported: 100%  
Number of Employees: 4  
Type of Business: *Exporter*

Production Period: *Year round*  
Countries of Interest: *Far East*

**ISLAND TREASURES MUSSEL  
PROCESSING LTD.**

P.O. Box 10, Little Bay  
N.D. Bay, NF  
A0J 1J0

Contact: *Edward or Denyse Sheppard*  
Telephone: 709-267-3146 or 709-673-2580  
Fax: 709-267-3149

E-mail: *ed.denyse.sheppard@nf.sympatico.ca*  
Products: *Mussels — Fresh, frozen*  
Percentage of Sales Exported: 70%  
Number of Employees: 12  
Type of Business: *Processor*  
Production Period: *Year round*  
Countries of Interest: *International*

**J. PETITE & SONS LTD.**

English Harbour West, NF  
A0H 1M0

Contact: *Debbie Petite, President/Manager*  
Telephone: 709-888-3456  
Fax: 709-888-3441

Products: *Lobster — Fresh; Groundfish — Fresh*

Annual Sales Range: 0.5 – 2.5M  
Number of Employees: 20 – 30  
Type of Business: *Exporter, Wholesaler/Distributor*

**J.W. HISCOCK SONS LTD.**

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

Contact: *David Hiscock, Managing Director*  
Telephone: 709-528-4577  
Fax: 709-528-4575

Products: *Cod — Frozen, salted/dried; Groundfish, Capelin — Frozen; Squid — Frozen, salted/dried; Lobster — Fresh; Various Frozen Crab and Seal Products*

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 95%  
Number of Employees: 40 – 135  
Type of Business: *Processor*  
Production Period: *May – December*  
Countries of Interest: *China, Japan, Korea*



## NEWFOUNDLAND AND LABRADOR

### LABRADOR FISHERMENS' UNION SHRIMP CO. LTD.

P.O. Box 130  
Lanse 'au Loup, NF  
AOK 3L0

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

Telephone: 709-927-5816

Fax: 709-927-5555

E-mail: [lfuscl@newcomm.net](mailto:lfuscl@newcomm.net)

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

Annual Sales Range: 2.5 — 10M

Percentage of Sales Exported: 95%

Number of Employees: 500 (Seasonal)

Type of Business: Processor, Exporter

Production Period: June — October

Brands: Atlantic Ocean, Labrador Fishermens'  
Union Shrimp Co. Ltd.

### MOORFISH LIMITED

P.O. Box 808, Water Street  
Bay Roberts, NF  
AOA 1G0

Contact: A.D. Moores, President  
R.D. Moores, General Manager

Telephone: 709-786-9093

Fax: 709-786-9096

Sales Offices/Agents: F.W. Bryce Inc.,  
Gloucester, MA, USA

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

Annual Sales Range: 2.5 — 10M

Percentage of Sales Exported: 100%

Number of Employees: 200

Type of Business: Processor

Production Period: April — October

Brands: Ocean Harvest, Atlantic Ocean

### MURPHY'S SEAFOODS LTD.

Parker's Cove  
P. Bay, NF  
AOE 1H0

Contact: Wilson P. Murphy, Manager  
Colin J. Murphy, Assistant

Telephone: 709-443-2129

Fax: 709-443-2437/2545

Products: Lobster — Fresh, live;  
Scallops — Fresh, frozen; Lumpfish Roe

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 95%

Number of Employees: 11

Type of Business: Processor, Exporter

Production Period: April to December

### NATIONAL SEA PRODUCTS LTD.

P.O. Box 89  
Arnold's Cove, NF  
AOB 1A0

Contact: Bruce Wareham

Telephone: 709-463-2445

Fax: 709-463-2300

Products: Arctic Surf Clam, Capelin, Codfish,  
Flatfish, Herring, Lobster, Lumpfish Roe,  
Mackerel, Redfish, Scallops

### NEWFOUND RESOURCES LIMITED

90 O'Leary Ave.  
St. John's, NF  
A1B 4G1

Contact: Brian McNamara, President

Telephone: 709-726-7223

Fax: 709-754-3339

E-mail: [brianm@public.compu.st.nf.ca](mailto:brianm@public.compu.st.nf.ca)

Products: Shrimp — Frozen, whole-in-shell,  
specialty pack

Annual Sales Range: 2.5 — 10M

Percentage of Sales Exported: 100%

Number of Employees: 30

Type of Business: Processor

Production Period: Year round

### NORTH ATLANTIC PACKAGING LTD.

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

Contact: Maurice Whiffen, President

Telephone: 709-753-1689

Fax: 709-753-0175

Products: Lumpfish — Roe (salted), specialty  
pack; Mussels, Shrimp — Canned

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 60%

Number of Employees: 6

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Rembrandt

### NORTHERN WIND, INC. (CANADA)

P.O. Box 213  
Flower's Cove, NF  
AOK 2N0

Contact: Russell J. Charpentier, Director  
Impl/Exp Operations

Michael T. Fernandes, President

Telephone: (October — April) 508-997-0727

(May-September) 709-456-2613

Fax: (October — April) 508-990-8792

(May — September) 709-456-2715

E-mail: [nwind@northernwind.com](mailto:nwind@northernwind.com)

Sales Offices/Agents: 14 South Street,  
New Bedford, MA 02744

Products: Capelin, Crab (Snow), Flounder  
(Blackback), Herring, Lobster, Lumpfish Roe,  
Mackerel, Monkfish, Scallops, Skate Wings,  
Squid, Swordfish

Annual Sales Range: 0.5 — 2.5M

Percentage of Sales Exported: 95%

Number of Employees: 10 — 30

Type of Business: Processor, Exporter, Trader,  
Wholesaler/Distributor, Aquaculture

Production Period: April — November

Brands: Northern Wind

Countries of Interest: European Union,  
Southeast Asia

### P. JANES & SONS LTD.

P.O. Box 10  
Hant's Harbour, NF  
AOB 1Y0

Contact: Blair Janes, Purchasing Manager  
Jeff Gulliford, Sales Manager

Telephone: 709-586-2252

Fax: 709-586-2870

Products: Capelin, Cod, Crab (Atlantic, Rock,  
Snow), Crab Cakes, Fish Cakes, Fish Sticks,  
Flounder, Grenadier, Hake, Herring, Lobster,  
Lumpfish Roe, Mackerel, Monkfish, Ocean  
Catfish, Redfish, Scallops, Shark, Skate Wings,  
Sole, Squid, Turbot

Annual Sales Range: 10 — 50M

Percentage of Sales Exported: 70%

Number of Employees: 500 — 1,000

Type of Business: Processor

Production Period: April — November

Brands: Janes, Sea Snack



## NEWFOUNDLAND AND LABRADOR

**The Taste of TRUE FRESHNESS!**

We guarantee a year-round supply of the world's finest quality cultured Atlantic Salmon and Newfoundland Steelhead.

Harvested fresh from the icy, crystal clear waters off the rugged Newfoundland Coast the day you order.



**S.C.B. Fisheries Limited**  
Newfoundland's Largest Salmonid Farm  
PRODUCERS OF



To Experience "The Taste of True Freshness!"  
call (709) 538-3231 or fax (709) 538-3022  
for shipment anywhere in the world.

### PETLEE FISHERIES INC.

Box 77, Chraleston  
B. Bay, NF  
A0C 1K0

Contact: Bill Welsh, Manager

Telephone: 709-462-3663

Fax: 709-462-3338

Products: Tuna — Fresh, frozen; Lobster — Frozen; Swordfish — Frozen; Sea Cucumber — Frozen; Atlantic Salmon — Frozen; Smelt — Frozen; Capelin (Male & Female) — Frozen; Cod — Frozen, fresh; Dogfish — Frozen; Flounder/Sole — Frozen, fresh; Flounder (Blackback) — Frozen; Greenland Turbot — Frozen; Grenadier — Frozen; Grey Sole — Frozen; Haddock — Frozen; Hake — Frozen; Halibut — Frozen; Herring — Frozen; Mackerel — Frozen; Lumpfish Roe — Salted; Monkfish — Frozen; Pollock — Frozen; Redfish — Frozen; Seal — Frozen; Shark — Frozen; Skate Wings — Frozen; Squid — Frozen

Countries of Interest: Asia, Europe, United States

### PORT ENTERPRISES LTD.

Southern Harbour  
P.O. Box 170  
Placentia Bay, NF  
A0B 3H0

Contact: Alphonsus Best

Telephone: 709-463-2235

Fax: 709-463-8597

Products: Cod, Capelin, Mackerel, Herring — Frozen; Lobster — Fresh, frozen; Lumpfish Roe

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 100%

Number of Employees: 150 – 300

Type of Business: Processor, Exporter

Production Period: March – November

Brands: Sun Sea

Countries of Interest: United Kingdom, Japan, United States

### QUIN-SEA FISHERIES LTD.

P.O. Box 112  
Old Perlican, NF  
A0A 3G0

Contact: Fred Hopkins

Telephone: 709-587-2702

Fax: 709-587-2611

Products: Capelin, Crab, Groundfish, Herring, Mackerel, Mussels, Scallops, Shrimp, Squid

### QUINLAN BROTHERS LTD.

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

Contact: Wayne Quinlan

Telephone: 709-726-5306 or 709-587-2124

Fax: 709-587-2819

Products: Capelin, Cod, Crab, Herring, Lobster, Lumpfish Roe, Mackerel, Skate Wings, Squid, Swordfish, Turbot

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 80%

Number of Employees: 600

Type of Business: Processor, Exporter

Production Period: April – November

Brands: Q. Brand, Northland

### SCB FISHERIES LTD.

P.O. Box 400, St. Alban's  
Bay D'Espoir, NF  
A0H 2E0

Contact: Mr. Boyd Pack,  
Chief Operating Officer

Telephone: 709-538-3639

Fax: 709-538-3022

Products: Atlantic Salmon — Fresh;  
Steelhead Trout — Fresh

Annual Sales Range: 7 – 10M

Percentage of Sales Exported: 50 – 85%

Number of Employees: 120

Type of Business: Aquaculture

Production Period: Year round

Brands: SCB

Countries of Interest: Canada, United States, China, Japan, Taiwan, Europe

### SEAFREEZ FOODS INC.

415 Griffin Drive  
Corner Brook, NF  
A2H 3E9

Contact: David Middleton,  
V.P.-International  
Karl Sullivan, Vice President

Telephone: 709-785-7387

Fax: 709-785-5365

E-mail: seafreez@atcon.com

Products: Capelin, Cod, Crab (Snow), Eel, Flounder/Sole, Greenland Halibut (Turbot), Grenadier, Grey Sole, Haddock, Hake (Silver), Halibut, Herring, Imitation Crab, Imitation Lobster, Lumpfish Roe, Mackerel, Monkfish,



## NEWFOUNDLAND AND LABRADOR

*Ocean Catfish, Pollock, Redfish (Ocean Perch), Scallops, Shark (Porbeagle, Mako, Blue), Shrimp (Northern), Skate Wings, Squid, Surimi, Tuna, Seal*

Annual Sales Range: 50M+  
Percentage of Sales Exported: 95%  
Number of Employees: 1,300  
Type of Business: Processor  
Production Period: Year round

### SEAXX INCORPORATED

P.O. Box 808  
Bay Roberts, NF  
A0A 1G0

Contact: R. David Moores, President  
Erroll Moores, Vice President

Telephone: 709-786-9093  
Fax: 709-786-9096

E-mail: moorsholm@nf.sympatico.ca

Products: Capelin, Squid — Frozen; Lumpfish Roe — Frozen, salted/dried; Groundfish

Annual Sales Range: 0.5 — 2.5M  
Percentage of Sales Exported: 95%  
Number of Employees: 110  
Type of Business: Processor, Exporter, Importer  
Production Period: June — October  
Brands: Harvest Ocean, Atlantic Ocean  
Countries of Interest: Japan, Southeast Asia, Europe

### STAN. W. ELLIOTT LTD.

P.O. Box 59  
Cook's Harbour, NF  
A0K 1Z0

Contacts: Stan. W. Elliott, President  
Rex. B. Elliott, Secretary

Claude E. Elliott, Director  
Telephone: 709-249-5171

Fax: 709-249-5171

Products: Lumpfish — Roe (salted)  
Annual Sales Range: Less than 0.5M  
Percentage of Sales Exported: 100%  
Number of Employees: 6  
Type of Business: Processor, Exporter  
Production Period: May — July

### TERRA NOVA FISHERY COMPANY LIMITED

38 Bay Bulls Road  
St. John's, NF  
A1G 1A5

Contact: Cosmas Ho, President  
Barbara Lawlor, Executive Vice President

Telephone: 709-364-7371

Fax: 709-364-8759

Products: Capelin, Cod, Crab (Snow), Flounder/Sole, Herring, Imitation Crab, Imitation Lobster, Lumpfish Roe, Mackerel, Seal Meat, Seal Pelts, Seal Oil, Squid, Turbot

Annual Sales Range: 2.5 — 10M  
Percentage of Sales Exported: 95%  
Number of Employees: 40 — 200 (Seasonal)  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Seafood — Ho!

### TERRA VISTA LIMITED

P.O. Box 280  
Glovertown, NF  
A0G 2L0

Contact: Vaden Oram, Vice President  
Eric Oram, President

Robert Wells, Office Manager

Telephone: 709-533-2666

Fax: 709-533-2668/2937

Products: Capelin (Male & Female), Eels, Herring, Mackerel, Squid, Groundfish, Lobster — Frozen, live, salted/dried; Lumpfish Roe

Annual Sales Range: 0.5 — 4.5M  
Percentage of Sales Exported: 95%  
Number of Employees: 100  
Type of Business: Processor, Exporter  
Production Period: June — November  
Brands: Ocean Queen  
Countries of Interest: Asia, Europe

### TORNGAT FISH PRODUCERS CO-OPERATIVE SOCIETY LTD.

P.O. Box 839, Station B  
Happy Valley, Labrador  
A0P 1E0

Contact: Alberto Wareham

Telephone: 709-896-3992

Fax: 709-896-3336

Products: Arctic Char (Wild), Atlantic Salmon (Wild), Cod (Rock), Greenland Turbot

*(Halibut), Grenadier, Scallops (Icelandic), Sea Trout, Sea Urchin*

Annual Sales Range: 3.5M  
Percentage of Sales Exported: 85%  
Number of Employees: 100 — 300  
Type of Business: Processor  
Production Period: July — October

### WESTERN COORDINATORS INC.

198 Water Street  
Corner Brook, NF  
A2H 3E4

Contact: David Middleton,  
Director of Marketing  
Paul Wight, Marketing Co-ordinator

Telephone: 709-785-7387

Fax: 709-785-5365

Products: Herring, Capelin, Greenland Halibut, Mackerel, Redfish

Annual Sales Range: 50M+  
Percentage of Sales Exported: 95%  
Number of Employees: 300  
Type of Business: Processor  
Production Period: Varies with species  
Brands: Ocean Leader

### WOODMAN'S SEA PRODUCTS LTD.

Box 149  
New Harbour, NF  
A0B 2P0

Contact: Fred Woodman, Jr.

Telephone: 709-582-2830

Fax: 709-582-2937

Products: Capelin, Cod, Flounder, Grenadier, Herring, Lumpfish Roe, Mackerel, Monkfish, Redfish, Scallops, Skate Wings, Squid, Turbot

Annual Sales Range: 2.5 — 10M  
Type of Business: Processor  
Production Period: Year round  
Brands: Bayside, Woodman's

## NOVA SCOTIA

### A & C QUINLAN FISHERIES LTD.

McGray's Post Office  
Shelburne County, NS  
B0W 2G0

Contact: Aaron Quinlan, President

Telephone: 902-745-2742

Fax: 902-745-1788

Products: Groundfish — Salted/dried

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 75%

Number of Employees: 20

Type of Business: Processor

Production Period: Year round

Brands: Chelsea

### A.C. COVERT LTD.

2703 Clifton Street  
Halifax, NS  
B3K 4V4

Contact: Bob Covert, Managing Director

Laura Greeley, Office Manager

Telephone: 902-454-8688

Fax: 902-453-6249

Products: Groundfish — Fresh, frozen, smoked, salted/dried; Herring & Mackerel — Fresh, frozen, smoked, salted; Herring — Pickled; Scallops — Fresh meat; Blue Mussels — Longline cultivated; Clams — Soft shelled (in shell, meat), Bay Quahog; Shrimp — Frozen; Eels — Live, smoked; Swordfish — Fresh, frozen; Atlantic Salmon & Steelhead (Rainbow Trout) — Fresh, Smoked; Dulse

Percentage of Sales Exported: 30%

Number of Employees: 25

Type of Business: Processor,

Wholesaler/Distributor

Brands: Finest Kind Seafood Spread

### ABRIEL FISHERIES LIMITED

RR #1  
Tangier, NS  
B0J 3H0

Contact: John Abriel

Telephone: 902-772-2565

Fax: 902-772-2511

Products: Groundfish — Fresh dressed, frozen, salted/dried; Cod — Boneless; Salted Pollock, Cusk, Hake; Haddock — Fresh; Mackerel — Fresh, frozen; Blue Shark — Fresh, fins; Porbeagle/Mako — Fresh; Lobster — live (April-June); Halibut

Production Period: Year Round

Brands: "Violet"

### ACADIAN SEAPLANTS LTD.

30 Brown Avenue  
Dartmouth, NS  
B3B 1X8

Contact: Jean-Paul Deveau

Telephone: 902-468-2840

Fax: 902-468-3474

Products: Marine Plants — Irish Moss (*Chondrus Crispus*) and Rockweed (*Ascophyllum nodosum*); Cultivated Sea Vegetables

### ADAMS AND KNICKLE LTD.

P.O. Box 699  
Lunenburg, NS  
B0J 2C0

Contact: Glen H. Geldert, President

David G. Knickle, Manager

Telephone: 902-634-4349

Fax: 902-634-4529

Products: Scallops — Fresh, frozen

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 70

Type of Business: Wholesaler/Distributor

Production Period: January – December

Brands: Pick O Sea

### ADAMS FISHERIES LIMITED

P.O. Box 36  
Shag Harbour, NS  
B0W 3B0

Contact: Donald R. Adams, President

Lori L. Stewart, Manager

Telephone: 902-723-2435

Fax: 902-723-2325

E-mail: adamfish@atcon.com

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

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 80%

Number of Employees: 16

Type of Business: Processor, Importer

Production Period: Year round

Brands: Emerald Isle Brand

### AJY FISHERIES LIMITED

P.O. Box 11, Clyde River  
Shelburne Co., NS  
B0W 1R0

Contact: Jamie or Anson Atwood

Telephone: 902-637-2941 or 902-637-2518

Fax: 902-637-2515

Products: Herring — Roe; Sea Urchin — In shell, roe; Bluefin Tuna — Fresh, frozen; Lobster — Live, graded by size

Production Period: Year round

Countries of Interest: Japan

### ALPHEUS HALLIDAY FISHERIES LTD.

Bear Point  
Shelburne County, NS  
B0W 3B0

Contact: Alpheus Halliday, President

Elizabeth Halliday, Secretary

Telephone: 902-723-2679 or 902-723-2863

Fax: 902-723-0128

Products: Groundfish — Salted/dried, fresh

Annual Sales Range: Less than 0.5M

Number of Employees: 20

Type of Business: Processor

Production Period: May – December

Brands: S.E.A.

### AQUA GEM SEAFOODS INC.

Meteghan  
Digby Co., NS  
B0W 2J0

Contact: Raymond McCauley

Telephone: 902-645-3991

Fax: 902-645-3878

Products: Groundfish — Fresh dressed, fillets, salted/dried; Halibut — Fresh, steaks; Porbeagle/Mako — Fresh; Scallops — Fresh meat; Lobster — Live, graded by size, packed for air travel; Rock Crab — Live

### AQUA PRIME MUSSEL RANCH LTD.

RR #1  
Ship Harbour, NS  
B0J 1Y0

Contact: Kaija Lind

Telephone: 902-425-1814

Fax: 902-425-4009

Products: Sea Scallops — Live; Blue Mussels — Longline cultivated



## NOVA SCOTIA

### AQUADELIGHTS SEAFOODS LIMITED

P.O. Box 1605  
Halifax, NS  
B3J 2Y3

Contact: Paul Budreski, President

Telephone: 902-423-4646

Fax: 902-423-4646

Products: Sea Urchins, Quahogs (Hard Clams);  
Razor Clams, Oysters

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 4

Type of Business: Aquaculture and wild harvest

Production Period: Year round

Countries of Interest: Far East, United States,  
Europe

### ARISAIG FISHERIES LTD.

R.R. #3, Arisaig  
Antigonish County, NS  
B2G 2L1

Contact: Brenda MacDonald, President

Telephone: 902-863-5906

Fax: 902-863-6714

Products: Groundfish — Fresh dressed, frozen,  
salted; Scallops — Fresh meat; Lobster — Frozen  
whole in brine, live, graded by size, I.Q.F., frozen  
meat; Herring — Fresh, frozen whole, roe,  
pickled

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 90%

Number of Employees: 125 (Seasonal)

Type of Business: Processor, Exporter

Production Period: May - November

### ASPY BAY FISHERIES LIMITED

P.O. Box 44  
Dingwall, NS  
B0C 1G0

Contact: Kelly Fitzgerald

Telephone: 902-383-2665

Fax: 902-383-2489

Products: Groundfish — Fresh, salted/dried;  
Herring and Mackerel — Fresh, frozen, pickled  
whole, salted; Gaspereau — Pickled;

Dogfish — Fresh, fins; Blue Shark — Fresh, fins;  
Porbeagle/Mako — Fresh, frozen; Swordfish —  
Fresh dressed; Lobster — Live; Rock and Snow  
Crab — Live

### ATLANTIC HERRING COOPERATIVE

P.O. Box 517  
32 Hawthorne Street  
Yarmouth, NS  
B5A 4B4

Contact: R.G. Stewart, Manager

Telephone: 902-742-9109

Fax: 902-742-1287

E-mail: aherring@klis.com

Products: Herring — Fresh, roe

Annual Sales Range: 0.5 - 2.5M

Type of Business: Exporter, Trader

### ATLANTIC LOBSTER CORPORATION

Site #1, P.O. Box 9-B  
Osborne Harbour Road  
Osborne Harbour, NS  
B0T 1R0

Contact: Jeff Malloy

Telephone: 902-656-3003

In Canada: 1-800-463-1198

Fax: 902-656-2115

Products: Groundfish — Fresh dressed, fillets;  
Halibut — Fresh; Lobster — Live, graded by  
size; Clams (Soft shelled, Stimpson, Propeller,  
Ocean Quahogs) — In shell; Shark — Dogfish,  
Blue, Porbeagle & Mako

Number of Employees: 30

Type of Business: Exporter

Production Period: Year round

### ATLANTIC PRIDE FISHERIES LTD.

Comp. 2B, Box 9  
Upper Port La Tour, NS  
B0W 3N0

Contact: David Crowell, Manager

Telephone: 902-768-2999

Fax: 902-768-2545

Products: Groundfish — Fresh dressed, salted;  
Blue Shark — Fresh; Porbeagle/Mako — Fresh;  
Lobster — Live

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 50%

Number of Employees: 15

Type of Business: Processor, Exporter,  
Wholesaler/Distributor

Production Period: Year round  
(Lobsters December - May)

Brands: Atlantic Pride

Countries of Interest: Portugal

### ATLANTIC QUALITY SHELLFISH LTD.

P.O. Box 72  
Middle West Pubnico, NS  
B0W 2M0

Contact: Dennis d'Eon

Telephone: 902-762-3188 or 902-762-3003

Fax: 902-762-3013

Products: Oysters — In shell; Scallops — Live;  
Blue Mussels — Longline cultivated

Type of Business: Aquaculture

Countries of Interest: Europe, United States,  
Canada

### ATLANTIC TRADERS LTD.

11 Simmons Drive  
Suite 2  
Burnside Dartmouth, NS  
B3B 1R4

Contact: Peter A. Smith, Executive V.P.

Telephone: 902-468-2150

Fax: 902-468-3785

Products: Groundfish — Salted; Herring and  
Mackerel — Frozen, smoked, pickled, salted;  
Gaspereau — Pickled

Annual Sales Range: 50M

Percentage of Sales Exported: 15%

Number of Employees: 30

Type of Business: Food Wholesaler, Processor,  
Exporter

Brands: Trader Brand

Countries of Interest: Caribbean,  
Central America, South America

### BACCARO FISHERIES LTD.

East Baccaro Box 2B-3  
Shelburne County, NS  
B0W 1T0

Contact: James E. Stoddard, Manager

Telephone: 902-768-2400

Fax: 902-768-2684

Products: Hake, Pollock, Cod, Cusk —  
Fresh dressed, salted/dried

Annual Sales Range: 0.5 - 2.5M

Percentage of Sales Exported: 80%

Number of Employees: 8

Type of Business: Processor, Exporter

Production Period: May - November

Brands: Baccaro Brand

## NOVA SCOTIA

### BAKERS POINT FISHERIES LTD.

R.R. #2, Oyster Pond  
Jeddore, Halifax County, NS  
BOJ 1W0

Contact: Janette Faulkner, Wyman Baker

Telephone: 902-845-2347

Fax: 902-845-2770

Products: Groundfish (Cod & Haddock) — Fresh dressed, offal, frozen fillet (shatter pack, I.Q.F. block and minced); Cusk, Hake & Pollock — Fresh dressed, frozen, salted/dried; Herring & Mackerel — Fresh, frozen, pickled; Gaspereau — Pickled; Dogfish — Fresh, frozen, fins; Blue Shark — Fresh, fins; Porbeagle/Mako — Fresh; Swordfish — Fresh dressed; Sea Urchin — Live, roe; Atlantic Salmon & Steelhead (Rainbow Trout) — Dressed, fillets; Catfish; Monkfish; Lobster — Live, graded by size; Rock Crab — Live

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 50%

Number of Employees: 30

Type of Business: Processor, Exporter, Importer, Wholesaler

Production Period: Year round

Countries of Interest: United States, Caribbean, United Kingdom, Europe, Japan

### BAY OF FUNDY FISHERIES LTD.

R.R. #3, Granville Ferry  
Annapolis County, NS  
BOS 1K0

Contact: Dean Thibodeau, Secretary Treasurer  
Tony Thibodeau, Manager

Telephone: 902-532-2352

Fax: 902-532-7722

Products: Groundfish — Fresh dressed, fillets, frozen smoked, salted/dried; Halibut — Fresh, frozen; Herring — smoked, salted; Mackerel — Smoked; Scallops — Live, fresh, frozen

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 85%

Number of Employees: 25

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: March – December

Brands: Fundy Spray Brand

Countries of Interest: United States

### BIRCH STREET SEAFOODS LTD.

31 Birch Street  
P.O. Box 675  
Digby, NS  
BOV 1A0

Contact: Alan Frankland, Plant Manager

Telephone: 902-245-6551

Fax: 902-245-6554

Products: Groundfish — Fresh, frozen

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 75%

Number of Employees: 40 – 50

Type of Business: Processor

Production Period: Year round

Brands: Frosty, 5 Oceans

### BLUE JAY FISHERIES LTD.

P.O. Box 36, Meteghan Centre  
Digby Co., NS  
BOW 2K0

Contact: Louis LeBlanc

Telephone: 902-645-2075

Fax: 902-645-3612

Products: Groundfish — Fresh, salted/dried;

Scallops — Live, fresh, frozen meats;

Lobster — Live, graded by size

### BLUE WAVE SEAFOODS INC.

P.O. Box 20, Port Mouton, NS  
BOT 1T0

Contact: Sylvain F. D'Eon, President

Telephone: 902-683-2044

Fax: 902-683-2366

Products: Herring — Fresh, pickled, salted, roe, whole, frozen; Silver Hake (Whiting) — Frozen, fresh; Groundfish — Fresh, frozen, salted; Mackerel & Gaspereau — Fresh, frozen; Dogfish — Fresh, frozen, fins; Blue Shark — Fresh, frozen; Porbeagle/Mako — Fresh, frozen; Sea Urchin, Lobster — Live; Surimi

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 150

Type of Business: Processor

Production Period: May – December

Brands: D'Eon Fisheries Limited

### BRAS D'OR ARCTIC CHAR CO-OP LTD.

P.O. Box 293  
St. Peter's, NS  
BOE 3B0

Contact: Robert Cotton

Telephone: 902-535-2014

Fax: 902-535-2111

Products: Atlantic Salmon & Steelhead (Rainbow Trout) — Dressed, fillets; Arctic Char — Dressed, fillets

### BROAD COVE FISHERIES

P.O. Box 916  
Digby, NS  
BOV 1A0

Contact: Fred Comeau

Telephone: 902-245-6131

Products: Groundfish — Fresh dressed, frozen; Porbeagle/Mako — Fresh; Periwinkles — Live; Lobster — Live

### BROOK ISLAND FISHERIES LIMITED

P.O. Box 62, Shag Harbour  
Shelburne County, NS  
BOW 3B0

Contact: Roger Smith

Telephone: 902-723-2696

Fax: 902-723-0286

Products: Groundfish — Salted/dried

Type of Business: Importer

Production Period: Year round

### C.B. SEAFOODS LTD.

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

Contact: Bernard MacLennan

Telephone: 902-895-8181

Fax: 902-895-8180

Products: Herring & Mackerel — Fresh, frozen; Herring Roe, Dogfish — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Lobster — Live, graded by size, fresh, frozen in brine; Clams (Surf, Bay, Quahog), Rock & Queen (Snow) Crab — Live, frozen; Swordfish — Fresh, frozen; Sea Urchin — In shell, roe

Annual Sales Range: 3 – 5M

Percentage of Sales Exported: 90%

Number of Employees: 80



## NOVA SCOTIA

Type of Business: *Processor*  
Production Period: *May - October*  
Brands: *Sky Brand*  
Countries of Interest: *European Union, Pacific Rim, United States*

### C.I. DEVEAU & SON LTD.

*Salmon River*  
*Digby County, NS*  
*BOW 2Y0*

Contact: *Irvan Paul Deveau*  
*Walter Deveau*

Telephone: *902-649-2812*

Fax: *902-649-2838*

Products: *Groundfish — Fresh, salted/dried; Herring — roe, salted; Blue Shark — Fresh, fins; Porbeagle/Mako — Fresh*

Annual Sales Range: *0.5 - 2.5M*

Percentage of Sales Exported: *95%*

Number of Employees: *100*

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Buyer's Choice*

### CANA FOODS INC.

*202 Brownlow Avenue*  
*Suite 305*

*Dartmouth, NS*  
*B3B 1T5*

Contact: *Daren Hancott*

Telephone: *902-468-8627 or 902-468-8630*

Fax: *902-468-8516 or 902-468-8517*

Products: *Groundfish — Frozen (Layer pack, shatter pack, IQF, Blocks), salted/dried; Halibut — Frozen & steaks; Herring — Frozen, fillets, roe, pickled; Mackerel — Frozen, fillets, roe; Gaspereau — Smoked, whole; Dogfish — Frozen, fins; Atlantic Salmon & Steelhead — Fresh dressed; Queen (Snow) Crab — Frozen clusters & meat; Shrimp — Cooked-in-shell*

### CANADIAN GOLD SEAFOOD LIMITED

*209 Aerotech Drive*  
*Halifax International Airport*  
*Enfield, NS*  
*B2T 1K3*

Contact: *Doug McRae*

Telephone: *902-873-3766*

Fax: *902-873-4535*

Products: *Rock Crab — Live; Red Crab —*

*Live; Jonah Crab — Live; Lobster — Live, graded by size, fresh; Mussels — Longline cultivated; Sea Scallops — Live, fresh meat; Sea Urchin — In shell*

Annual Sales Range: *7M*

Percentage of Sales Exported: *85%*

Number of Employees: *10*

Type of Business: *Wholesale*

Production Period: *Year round*

Countries of Interest: *Europe, Asia, United States*

### CANJAM TRADING LTD.

*60 Payzant Avenue*  
*Dartmouth, NS*  
*B3B 1Z6*

Contact: *Grace White, President*

Telephone: *902-468-8018*

Fax: *902-468-8048*

E-mail: *canjam@istar.ca*

Products: *Blue Shark — Fresh, frozen, fins; Capelin — Dried, frozen; Dogfish — Fresh, frozen, fins; Groundfish — Frozen, roe, salted/dried; Herring — Frozen, pickled, smoked; Lobster — Live, graded by size; Mackerel — Fresh, frozen, pickled, salted; Porbeagle/Mako — Fresh, frozen, fins; Squid — Frozen, dried*

Annual Sales Range: *13 - 20M*

Percentage of Sales Exported: *90%*

Number of Employees: *9*

Type of Business: *Trader, Importer*

Countries of Interest: *Asia, Europe*

### CANSOV MARINE PRODUCTS LTD.

*2 Atlantic Street*  
*Dartmouth, NS*  
*B2Y 4M8*

Contact: *Boris Sergeev, General Manager*  
*Greg Valkenier, Controller*

Telephone: *902-465-1015*

Fax: *902-465-2081*

Products: *Herring, Capelin, Redfish (fillets), Mackerel Alfonsino — Frozen*

Annual Sales Range: *10 - 50M*

Percentage of Sales Exported: *85%*

Number of Employees: *5*

Type of Business: *Exporter, General Broker*

Production Period: *Year round*

Countries of Interest: *Japan, Korea, Russia*

### CANUS FISHERIES LIMITED

*P.O. Box 149*  
*Clark's Harbour, NS*  
*BOW 1P0*

Contact: *Kevin Goodwin, Manager*  
*Peter Stoddard*

Telephone: *902-745-2888*

Fax: *902-745-2526*

E-mail: *canus@atcon.com*

Products: *Groundfish — Fresh dressed, salted/dried; Herring — Smoked, salted; Mackerel & Gaspereau, Porbeagle/Mako — Fresh; Swordfish — Fresh; Lobster — Live*

Annual Sales Range: *15 - 20M*

Type of Business: *Processor, Exporter, Importer*

Production Period: *Year round*

Brands: *Fox River*

Countries of Interest: *Worldwide*

### CAPE BREEZE SEAFOODS LTD.

*P.O. Box 20*  
*Barrington, NS*  
*BOW 1E0*

Contact: *Sherman d'Eon, Manager*  
*Roland Murphy, President*

Telephone: *902-768-2550*

Fax: *902-768-2418*

Products: *Herring — Fresh, frozen, roe, marinated, salted; Groundfish — Fresh dressed, frozen, salted; Mackerel — Fresh, frozen; Porbeagle/Mako — Fresh; Swordfish — Fresh; Lobster — Live*

Annual Sales Range: *0.5 - 2.5M*

Percentage of Sales Exported: *80%*

Number of Employees: *42*

Type of Business: *Processor*

Production Period: *June - December*

Brands: *Cape Breeze, D'Eon Fisheries Ltd.*

Countries of Interest: *Croatia, Poland, Russia*

### CAPE FISHERIES

*126 Mitchell Ave.*  
*Dominion*  
*Cape Breton County, NS*  
*B0A 1E0*

Contact: *Val Scattolon*

Telephone: *902-849-9764*

Fax: *902-849-9764*

Products: *Groundfish — Fresh, frozen, salted; Herring — Salted; Steelhead (Rainbow Trout)*

## NOVA SCOTIA

— Fresh; Lobster — Live, graded by size;  
Blue Mussels — Cultivated; Silver Hake —  
Frozen; Shrimp — Fresh, frozen  
Type of Business: Importer

### CAPE JOHN SEAFOODS LTD.

R.R. #4 River John  
Pitou Co., NS  
BOK 1N0

Contact: Weis A. Stachowiak, President  
Telephone: 902-351-2787(Plant) or  
902-423-9399(Office)  
Fax: 902-351-2941

Sales Offices/Agents: Direct sales overseas  
Products: All Specialty Custom Production  
Frozen Lobster Specialty Packs: Vacuum Packed  
— Live, frozen, cooked/blanched, twin pack,  
half-lobster sections, half-lobster section claw meat  
inserted, Premium lobster meat, raw tails,  
easy-peel green tails; Snow Crab — whole crab  
individually packed, cooked, blanched or raw  
and CO<sub>2</sub> frozen; Rock Crab — whole, raw,  
frozen or cooked meat; Herring — Frozen, roe,  
whole herring, head-off or fillets  
Annual Sales Range: 2.3M  
Percentage of Sales Exported: 97%  
Number of Employees: 70  
Type of Business: Processor, Exporter  
Production Period: May — December  
Brands: Original Canadian  
Countries of Interest: Japan, Poland, Sweden,  
Norway

### CAPE NEGRO FISH & LOBSTER LIMITED

P.O. Box 9  
Clyde River, NS  
BOW 1R0

Contact: Mary J. Arey  
Telephone: 902-768-2264  
Fax: 902-768-2581

Products: Groundfish — Fresh, salted/dried;  
Mackerel — Smoked, pickled, salted;  
Dogfish — Fresh, fins; Blue Shark — fresh;  
Porbeagle/Mako — Fresh; Swordfish — Fresh;  
Lobster — Live, graded by size  
Type of Business: Importer  
Countries of Interest: Norway, Iceland,  
Portugal, United States, Europe

### CAPSTICK FISHERIES LTD.

5 MacKay Street  
Sydney Mines, NS  
B1V 1B5

Contact: Shawna McIntyre  
Telephone: 902-544-0322  
Fax: 902-736-2590

Products: Groundfish — Fresh dressed (Cod,  
Pollock, Flounders, Redfish), Cod & Flounder  
fillets, Cod salted, dried & smoked; Halibut —  
Fresh, frozen & steaks; Mackerel — Fresh, frozen  
(whole & fillets), smoked, salted; Rock Crab —  
Live; Lobster — Live, graded by size, fresh;  
Sea Scallops — Live; Eels — Live, frozen live

### CASEY FISHERIES LIMITED

P.O. Box 86  
Digby, NS  
BOV 1A0

Contact: Duncan Casey, Plant Manager  
Telephone: 902-245-5801  
Fax: 902-245-5552

Products: Groundfish — Fresh; Herring &  
Mackerel — Fresh; Blue Shark — Fresh;  
Porbeagle/Mako — Fresh; Atlantic Salmon &  
Steelhead (Rainbow Trout) — Fresh; Fish Silage,  
Dulse, Scallops — Live, fresh meat; Lobster —  
Live, graded by size; Soft-Shell Clams, Rock  
Crab — Live, meat; Northern Shrimp — Fresh  
Annual Sales Range: 2.5 — 10M  
Percentage of Sales Exported: 90%  
Number of Employees: 100 (Seasonal)  
Type of Business: Processor, Exporter,  
Wholesaler  
Production Period: Year round  
Brands: Casey's, Brigitte  
Countries of Interest: United States

### CEILIDH FISHERMEN'S CO-OP LTD.

P.O. Box 99  
Port Hood  
Inverness County, NS  
BOE 2W0

Contact: Bernie MacDonald, Manager  
Telephone: 902-787-2666  
Fax: 902-787-2388

Products: Lobster — Live, graded by size;  
Groundfish — Fresh, salted; Herring &  
Mackerel — Fresh, pickled, salted; Dogfish —  
Fresh; Blue Shark — Fresh; Porbeagle/Mako —  
Fresh; Sea Urchin — In-shell; Scallops — Live,  
fresh meat; Clams — Soft shell (in shell); Rock,  
Queen (Snow) Crab — Live; Tuna — Fresh

Annual Sales Range: 2.5 — 10M  
Percentage of Sales Exported: 15%  
Number of Employees: 40  
Type of Business: Processor  
Production Period: April — November  
Countries of Interest: Japan, United States

### CHARLES & ROBERT BLADES LTD.

P.O. Box 59  
Clark's Harbour, NS  
BOW 1P0

Contact: Donald Blades, Manager  
Gary Blades, President  
Telephone: 902-745-2323  
Fax: 902-745-1754

Products: Lobster — Live, graded by size;  
Groundfish — Fresh, salted  
Annual Sales Range: 2.5 — 10M  
Percentage of Sales Exported: 70%  
Number of Employees: 10  
Type of Business: Processor, Wholesale Exporter,  
Importer  
Production Period: Year round  
Brands: Blades  
Countries of Interest: Europe, United States,  
Pacific Rim, Canada

### CHASE'S LOBSTER POUND LTD.

P.O. Box 11  
Port Howe Cumberland, NS  
BOK 1K0

Contact: Earl Chase, Owner/Manager  
Telephone: 902-243-2408  
Fax: 902-243-3334

Products: Lobster — Live, graded by size;  
Rock Crab — Live  
Annual Sales Range: 0.5 — 2.5M  
Percentage of Sales Exported: 80%  
Number of Employees: 12  
Type of Business: Processor, Exporter,  
Wholesaler/Distributor  
Production Period: May — December

### CHEBOGUE FISHERIES LTD.

1 Kirk Street, Suite 109  
Yarmouth, NS  
B5A 1S6

Contact: Alfred C. Leblanc, Vice President  
Telephone: 902-742-9157  
Fax: 902-742-7708



## NOVA SCOTIA

Clearwater is one of Canada's Leading Seafood Producers.

- Hardshell fresh brand™ live lobster
- Canadian Sea and Antarctic Scallops
- Coldwater Shrimp
- Arctic Surf Clams (Hokkigai)
- Mirugai
- Torigai
- Jonah Crab
- Finfish including: cod, perch and haddock
- Many value added products and packaging options also available



Call us at 1-888-SCALLOP or the Clearwater office nearest you or visit our web site: [www.clearwater.ca](http://www.clearwater.ca)

Bedford, Nova Scotia	Los Angeles, California	Toronto, Ontario	Orlando, Florida	London, U.K.
Tel: (902) 443-0550	Tel: (805) 686-5154	Tel: (905) 890-2090	Tel: (407) 896-2997	Tel: (44) 1753-860 171
Fax: (902) 443-8365	Fax: (805) 686-5156	Fax: (905) 890-2218	Fax: (407) 896-3125	Fax: (44) 1753 860 183

**Products:** *Haddock, Cod, Pollock, Halibut, Grey Sole, Flounder, Swordfish, Bigeye Tuna — Fresh, frozen; Lobster — Live*

**Annual Sales Range:** 2.5 – 10M

**Percentage of Sales Exported:** 80%

**Number of Employees:** 35

**Type of Business:** *Processor, Exporter, Wholesaler/Distributor*

**Countries of Interest:** *Japan, United States, France*

### CHOICE ATLANTIC SEAFOOD INC.

*P.O. Box 251  
Canso, NS  
B0H 1H0*

**Contact:** *Robert Anderson*

**Telephone:** 902-366-2391

**Fax:** 902-366-2391

**Products:** *Groundfish — Fresh (whole)*

### CHRISTENSEN SEAFOODS INC.

*P.O. Box 44017  
Bedford, NS  
B4A 3X5*

**Contact:** *Ib Christensen*

**Telephone:** 902-835-9214

**Fax:** 902-835-4671

**Products:** *Shrimp — Frozen*

**Annual Sales Range:** 0.5 – 2.5M

**Percentage of Sales Exported:** 100%

**Number of Employees:** 3

**Type of Business:** *Exporter, Trader*

**Countries of Interest:** *Worldwide*

### CLAM ISLAND SEAFOOD

*P.O. Box 2C13  
St. Margaret's Bay  
Halifax County, NS  
B0J 1R0*

**Contact:** *Martin Gibson, President*

**Telephone:** 902-826-2250

**Fax:** 902-826-2508

**Products:** *Lobster — Live*

**Annual Sales Range:** *Less than 0.5M*

**Percentage of Sales Exported:** 50%

**Number of Employees:** 2

**Type of Business:** *Exporter*



## NOVA SCOTIA

### CLARE FISHERIES LIMITED

P.O. Box 144 A

RR#1

Saulnierville, NS

BOW 2Z0

Contact: John Littlewood

Telephone: 902-769-2510

Fax: 902-769-0835

Products: Groundfish — Fresh, salted; Mackerel — Fresh; Dogfish — Fresh; Blue Shark — Fresh; Porbeagle/Mako — Fresh; Sea Urchin — Live, roe; Lobster — Live; Mussels — Wild

Annual Sales Range: 1 — 5M

Percentage of Sales Exported: 90%

Number of Employees: 45

Production Period: Year round

Brands: Clare Fisheries Ltd.

Countries of Interest: United States, Japan

### CLASSIC SEAFOODS

Oyster Pond

Jeddore, NS

BOJ 1W0

Contact: Rick Murphy

Telephone: 902-889-2548

Fax: 902-889-3531

Products: Groundfish — Fresh dressed; Herring & Mackerel — Fresh; Dogfish — Fresh, fins; Blue Shark — Fresh, fins; Porbeagle/Mako — Fresh; Sea Urchin — Live, roe; Lobster — Live, graded by size; Rock Crab — Live

Percentage of Sales Exported: 80%

Number of Employees: 40

Type of Business: Exporter

Production Period: Year round

Countries of Interest: Worldwide

### CLEARWATER FINE FOODS INC.

757 Bedford Highway

Bedford, NS

B4A 3Z7

Contact: Mike Magnus, V.P. Marketing & Sales  
Colin MacDonald, Executive V.P.

Telephone: 902-443-0550

Fax: 902-443-2357

Sales Offices/Agents: Toronto, Los Angeles,  
Europe, Asia

Products: Groundfish — Fresh, frozen, steaks, salted/dried; Dogfish — Frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh, frozen; Scallops — Live, frozen, meat; Lobster — Live, graded by size; Surf Clams

(Hokkigai), Shrimp — Fresh, frozen, in shell, cooked & peeled

Annual Sales Range: 50M+

Percentage of Sales Exported: 90%

Number of Employees: 2,000

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Clearwater, Matane, Highland Harvest, Locket, Hardshell Fresh

### COLD-WATER SEA PRODUCTS

P.O. Box 915

RR#1

Tantallon, NS

BOJ 3J0

Contact: John McShane

Telephone: 902-823-2813

Fax: 902-823-1128

Products: Mussels — Longline cultivated; Oysters — Belon & Native in shell

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 10%

Number of Employees: 4

### COMEAU'S SEA FOODS LTD.

P.O. Box 39

Saulnierville, NS

BOW 2Z0

Contact: Mr. Sandy Clark,

Vice-President Marketing

Mr. Kim d'Entremont,

Vice-President Comeau Foods Division

Telephone: 902-769-2101

Fax: 902-769-3594

Sales Offices/Agents:

Comeau International Foods Limited

Peter H. Nishijima

1155 Rene Levesque Blvd. West, Suite 3420

Montreal, QC, H3B 3T3

Phone: 514-393-1581 Fax: 514-393-1978

Amende & Schultz, Inc.

Terry Schultz

P.O. Box 788

Pasadena, CA 91031-0788

Fax: 818-799-7572

Morley Sales Co., Inc.

Gary Slavik

809 W. Madison Street

Chicago, Illinois 60607

Phone: 312-829-1125 Fax: 312-829-3680

Herring Import GMBH

Kurt Henseleit

Diech Strasse 36

20415 Hamburg, Germany

Phone: (49) 40-363451 Fax: (49) 40-364024

Pacitti Foods Ltd.

Doug Pacitti

17 Palmerston Road

Aberdeen, Scotland, AB1 2QP

Phone: (44)1 224 575252

Fax: (44)1 224 574405

Hannibal Zafiriadis

Hannibal Zafiriadis

29 Ilission Street

14564 Nea Kifisia, Greece

Phone: (301) 807-8006 Fax: (301) 807-2298

Products: Groundfish (Cod, Haddock, Pollock, Sole, Flounder) — Fresh, frozen, smoked, salted/dried; Scallops — Fresh, frozen, breaded/prepared; Herring — Frozen, smoked, salted/dried, roe, dressed, marinated;

Lobster — Frozen, live, portioned, specialty pack, whole-in-shell; Salmon — Frozen, smoked,

portioned, specialty pack; Specialty Products — Frozen, breaded (Scallops, Haddock, Sole,

Pollock, Cod); Seafood Pastry, Portioned brochettes, specialty packs, Herring Meal, Herring Oil

Annual Sales Range: 10 — 50M

Percentage of Sales Exported: 90%

Number of Employees: 750 (Peak season)

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Comeau, Acadian, Evangeline, Komo

### CONTINENTAL SEAFOODS

P.O. Box 279

Shelburne, NS

BOT 1W0

Contact: Jack MacLean, Plant Manager

Telephone: 902-875-2018

Fax: 902-875-3108

Products: Jonah Crab — Fresh, frozen

Annual Sales Range: 2.5 — 10M

Percentage of Sales Exported: 25%

Number of Employees: 150

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Continental

Countries of Interest: Worldwide



**CORMIER'S FIVE ISLAND CLAMS**

Five Islands Wharf Road  
Colchester Co., NS  
B0M 1K0

Contact: Oswald Cormier, Owner

Telephone: 902-254-3047

Fax: 902-254-3002

Products: Clams — Soft shell (in shell, meat)

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 80%

Number of Employees: 60

Type of Business: Exporter,  
Wholesaler/Distributor

Production Period: May – October

**COUNTRY HARBOUR  
SEA FARMS LTD.**

21 Wildwood Blvd.  
Dartmouth, NS  
B2W 2L7

Contact: Bruce Hancock, President

Telephone: 902-387-2364

Fax: 902-387-2364

E-mail: hancockbh@atcon.com

Products: Blue Mussels (Longline cultivated)  
— Live

Annual Sales Range: More than 0.5M

Percentage of Sales Exported: 50%

Number of Employees: 6

Type of Business: Mussel Grower/Processor

Production Period: Year round

Brands: Scotian Pride

Countries of Interest: United States, Europe

**D. WAYBRET & SONS FISHERIES**

Clam Point  
Shelburne Co., NS  
B0W 1N0

Contact: Dewey Waybret

Telephone: 902-745-3477

Fax: 902-745-2112

Products: Mackerel — Fresh, pickled, salted;  
Porbeagle/Mako — Fresh; Lobster — Live; Rock  
Crab — Live; Hake, Cusk, Pollock, Cod —  
Salted/dried; Haddock, Cod, Monktail,  
Halibut — Fresh

Percentage of Sales Exported: 75%

Number of Employees: 100

Type of Business: Processor

# Still Committed ...After 50 Years

**I**n our fifty year in business, we've found many ways to help our customers.

We are a substantial producer of all the products that have made southwest Nova Scotia famous – lobster, scallops, herring, and groundfish. We also process smoked salmon, smoked and cured herring. We salt and freeze groundfish, process live and frozen lobster, and turn our shellfish products into some of the most delectable items available. We produce a full line of breaded products – scallops, sole, haddock, pollock, seafood wellingtons, and processed shrimp.

We can source and produce the product, package it, quick freeze it, and deliver it to you, tailoring everything to work within your budget. You get consistent quality, so you have more profit potential.

Call your local distributor and get our experience working for you, or contact Mr. Sandy Clark, Vice-President of Marketing or Mr. Kim d'Entremont, Vice-President of Comeau Foods Division at 1-902-769-2101 or by faxing at 1-902-769-3594.

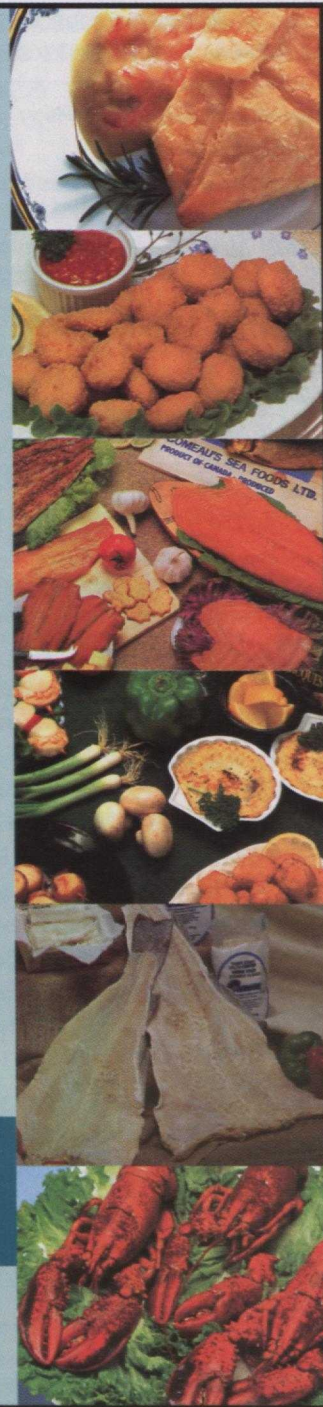
## Comeau

**COMEAU'S SEA FOODS LIMITED**

P.O. Box 39, Saulnierville

Nova Scotia, Canada B0W 2Z0

Tel: (902) 769-2101 Fax: (902) 769-3594

**D.B. KENNEY FISHERIES LTD.**

P.O. Box 1210  
Westport, NS  
B0V 1H0

Contact: Daniel B. Kenney, Jr.

Telephone: 902-839-2023

Fax: 902-839-2070

Products: Groundfish — Fresh, frozen,  
salted/dried; Sea Scallops — Fresh, frozen;  
Lobster — Live, graded by size; Herring —  
Frozen, roe, salted; Mackerel — Frozen;  
Blue Shark — Fresh; Porbeagle/Mako — Fresh;



## NOVA SCOTIA

*Swordfish — Fresh; Atlantic Salmon & Steelhead (Rainbow Trout) — Fresh; Groundfish Meal, Herring Meal, Herring Oil*  
Percentage of Sales Exported: 95%  
Number of Employees: 300  
Type of Business: Processor, Exporter, Importer  
Production Period: Year round  
Brands: Brier Island, Fundy Bay

### D.E. & SONS FISHERIES LTD.

P.O. Box 172  
Woods Harbour, NS  
BOW 2E0  
Contact: Edward Sears  
Telephone: 902-723-2676  
Fax: 902-723-2150

Products: *Groundfish — Fresh dressed, salted/dried; Herring & Mackerel — Frozen; Swordfish — Fresh; Lobster — Live, graded by size; Crab — Live; Eels — Live*

### D'EON FISHERIES LIMITED

P.O. Box 2195, R.R. #5  
Yarmouth, NS  
B5A 4A9

Contact: Sylvain D'Eon, President  
Telephone: 902-742-4515

Fax: 902-742-5582

E-mail: nelson@kllis.com

Products: *Silver Hake, Herring Fillets, Groundfish, Lobster*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 6

Type of Business: Exporter, Importer, Wholesaler/Distributor

Production Period: May 1 – Dec 31

Brands: D'Eon Fisheries Limited

Countries of Interest: Europe, Japan, Middle East, Russia, United States, Cuba

### DAVIS STRAIT FISHERIES LIMITED

[M.V. Fame/M.V. Acadienne Gale]  
71 McQuade Lake Crescent  
Halifax, NS  
B3S 1C4

Contact: Geoff Irvine, Sales, Marketing

Telephone: 902-450-5115

Fax: 902-450-5006

E-mail: davisstrait@cast.navnet.net

Sales Office: Davis Strait Management Ltd.  
17 Sagona Ave.  
Mount Pearl, NF  
AIN 4P8

Products: *Northern Shrimp (Pandalus Borealis) — Cooked in shell, raw, FAS; Groundfish — Cod, Haddock, Pollock — Frozen, headed & gutted, wet salted; Scallops — IQF*  
Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 50%

Number of Employees: 10

Type of Business: Processor, Exporter, Importer, Trader

Production Period: Year round

### DOCKSIDE FISHERIES (1988) LTD.

P.O. Box 205  
Woods Harbour, NS  
BOW 2E0

Contact: Christopher Malone

Telephone: 902-723-2803

Fax: 902-723-2927

Products: *Swordfish — Fresh; Tuna — Bluefin, Yellowfin, Bigeye — Fresh; Herring Roe — Frozen; Lobster — Live*

### DOUCET FISHERIES LTD.

R.R. #1  
Weymouth, NS  
BOW 3T0

Contact: Michel Doucet, President/Owner

Telephone: 902-837-5674

Fax: 902-837-7685

Products: *Groundfish — Fresh, frozen, smoked, marinated*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 60%

Number of Employees: 25

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: Year round

Brands: Edinburgh Seafood Classics

Countries of Interest: Canada, United States, European Union

### DUNPHY'S OYSTERS

Shore Road  
RR #2  
Dingwall, NS  
B0C 1G0

Contact: Alex Dunphy

Telephone: 902-383-2701

Products: *Oysters — In shell native*

### E & P DONALDSON'S FISHERIES LTD.

P.O. Box 580  
Port Maitland  
Yarmouth County, NS  
BOW 2V0

Contact: Robert Amirault

Telephone: 902-649-2424

Fax: 902-649-3371

Products: *Groundfish — Fresh and salted; Herring & Mackerel — Fresh, frozen & salted; Gaspereau — Fresh, frozen; Redfish — Fresh, frozen & bait; Lobster — Live; Bait*

Type of Business: Importer

Production Period: Year round

Countries of Interest: Japan

### EAST COAST SEAFOOD INC.

P.O. Box 99  
Woods Harbour, NS  
BOW 2E0

Contact: Gaye Stoddard

Telephone: 902-723-2535

Fax: 902-723-2386

Products: *Swordfish — Fresh; Lobster — Live, graded by size*

### EAST POINT FISHERIES LIMITED

RR #3  
North East Harbour, NS  
BOT 1W0

Contact: David Nickerson

Telephone: 902-637-2750

Fax: 902-637-3385

Products: *Groundfish — Fresh, salted; Herring, Mackerel & Gaspereau — Fresh, salted; Dogfish — Fresh, fins; Blue Shark — Fresh, fins; Porbeagle/Mako — Fresh; Swordfish — fresh; Sea Urchin, Atlantic & Steelhead (Rainbow Trout) Salmon — Fresh dressed; Scallops — Fresh; Lobster — Air freight live, graded by size; Queen (Snow) Crab — Live; Eels — Live*



## NOVA SCOTIA

Brands: *East Point, Direct From the Sea*  
Countries of Interest: *Europe, Asia*

### EAST PUBNICO FISHERIES

P.O. Box 54  
Lower East Pubnico  
Yarmouth Co., NS  
BOW 2A0  
Contact: Roy Christensen  
Telephone: 718-328-7222  
Fax: 718-893-8566  
Products: *Groundfish — Salted & dried Cod, Pollock, Hake, Cusk*

### EAST SIDE FISHERIES LTD.

Lower East Pubnico  
Yarmouth County, NS  
BOW 2A0  
Contact: Louise LeBlanc  
Terry LeBlanc  
Telephone: 902-762-2761  
Fax: 902-762-2307  
Products: *Groundfish — Fresh, salted; Herring & Mackerel — Fresh, frozen; Gaspereau — Frozen; Bait, Lobster — Live*  
Annual Sales Range: *0.5 – 2.5M*  
Percentage of Sales Exported: *50%*  
Number of Employees: *25*  
Type of Business: *Exporter, Wholesaler*  
Production Period: *Year round*

### EMERY SMITH FISHERIES LIMITED

P.O. Box 14  
Shag Harbour, NS.  
BOW 3B0  
Contact: Emery D. Smith  
Telephone: 902-723-2115  
Fax: 902-723-2372  
Products: *Groundfish — Fresh, salted/dried; Halibut — Fresh dressed*  
Type of Business: *Exporter, Importer*  
Production Period: *Year round*  
Brands: *Seal Island*  
Countries of Interest: *Worldwide*

### ESKASONI FISHERIES LIMITED

P.O. BOX 186  
New Waterford, NS  
B1H 4K4  
Contact: Ross Bennett  
Bill Richardson  
Telephone: 902-862-6481  
Fax: 902-862-9251  
Products: *Atlantic Salmon & Steelhead (Rainbow Trout) — Fresh*  
Annual Sales Range: *3 million*  
Percentage of Sales Exported: *80%*  
Number of Employees: *55*

### F. PIERCE ATLANTIC SEAFOODS LIMITED

P.O. Box 179  
Shelburne, NS  
BOT 1W0  
Contact: Michael Cotter, Manager  
Adrian Pierce, Assistant Manager  
Telephone: 902-875-2666  
Fax: 902-875-2706  
Products: *Groundfish — Fresh dressed: Cod, Haddock, Pollock, Flounders, frozen I.Q.F: Cod & Haddock, Salted: Cod, Pollock, Hake & Cusk; Herring & Mackerel — Frozen whole & fillets, pickled & salted whole; Blue Shark & Dogfish — Fresh & Fins; Porbeagle/Mako — Fresh; Oysters — In shell native; Swordfish — Fresh dressed & steaks; Atlantic Salmon & Steelhead (Rainbow Trout) — Fresh dressed, fillets; Sea Scallops — Fresh meat; Surf Clams, Ocean Quahogs, Lobster — Live, graded by size*  
Annual Sales Range: *2.5 – 10M*  
Percentage of Sales Exported: *98%*  
Number of Employees: *45*  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *F. Pierce Atlantic Seafoods*  
Countries of Interest: *Japan, France, Spain, Russia*

### FERGUSON'S LOBSTER POUND LTD.

P.O. Box 29  
Tangier, NS  
BOJ 3H0  
Contact: Stewart J. Lamont, Managing Director  
Bernadette Monk, Export Manager  
Telephone: 902-772-2366  
Fax: 902-772-2077  
Products: *Lobster — Live, graded by size*  
Annual Sales Range: *2.5 – 10M*  
Percentage of Sales Exported: *75%*  
Number of Employees: *16*  
Type of Business: *Exporter*  
Production Period: *Year round*  
Countries of Interest: *Worldwide*

### FISH REDUCTION LIMITED

P.O. Box 70  
Wood's Harbour, NS  
BOW 2E0  
Contact: J.N. Nagpaul, Manager  
Telephone: 902-723-2787  
Fax: 902-723-2616  
Products: *Groundfish meal*  
Annual Sales Range: *0.5 – 2.5M*  
Percentage of Sales Exported: *5 – 7%*  
Number of Employees: *10 – 12*  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Sea Crest*

### FISHERMAN'S MARKET INTERNATIONAL INC.

607 Bedford Highway  
Halifax, NS  
B3M 2L6  
Contact: Fred Greene, President  
Gino Nadalini, Director-International Marketing  
Telephone: 902-445-3474  
Fax: 902-443-5561  
Products: *Groundfish — Fresh, frozen, smoked, salted/dried; Herring & Mackerel — Fresh, frozen, roe, smoked, pickled, marinated, salted; Dogfish — Fresh, frozen, fins; Oysters — in shell natives; Lobster — Live, graded by size; Shrimp — Fresh, frozen; Blue Shark — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh, frozen; Sea Urchin — In shell, roe; Atlantic Salmon (Rainbow Trout) — Fresh smoked; Fish Silage, Dulse, Scallops — Live,*

## NOVA SCOTIA

*fresh, meat; Blue Mussels — Cultivated; Silver Hake — Frozen whole, fillets, headed & gutted; Clams (Soft shell) — In shell, meat; Rock Crab — Live, meat*

Annual Sales Range: 10 – 20M

Percentage of Sales Exported: 40%

Number of Employees: 100

Type of Business: Processor, Exporter, Importer  
Wholesaler/Distributor

Production Period: Year round

Brands: Fisherman's

### FORD FISHERIES LIMITED

P.O. BOX 412  
Weymouth, NS  
B0W 3T0

Contact: Brian Ford

Telephone: 902-837-5163

Fax: 902-837-5165

Products: Soft Shelled Clams — Meat, shellstock

### FORT POINT FISHERIES LTD.

R.R. #3, Gunning Cove  
Shelburne County, NS  
B0T 1W0

Contact: Mark VanBuskirk

Telephone: 902-875-4373

Fax: 902-875-1077

Products: Groundfish — Fresh, salted;  
Swordfish — Fresh; Lobster — Live

Annual Sales Range: 2.5 – 5M

Percentage of Sales Exported: 50%

Number of Employees: 15 (Seasonal)

Type of Business: Processor, Exporter,  
Wholesaler

Production Period: Year round

### FORTUNE SEAS CANADA

35 Ridgewood Dr.  
RR #2, Tantallon, NS  
B0J 3J0

Contact: Les McEachern

Telephone: 902-826-7477

Fax: 902-826-7300

E-mail: [forsea@atcon.com](mailto:forsea@atcon.com)

Products: Groundfish — Fresh, frozen,  
salted/dried; Herring & Mackerel — Fresh,  
frozen, roe; Gaspereau — Fresh; Dogfish —  
Fresh, frozen, fins; Blue Shark — Fresh, frozen;  
Porbeagle/Mako — Fresh, frozen; Swordfish —  
Fresh, frozen; Atlantic salmon & Steelhead

(Rainbow Trout) — Fresh, smoked; Scallops —  
Live, fresh meat; Rock Crab — Live, meat;  
Shrimp — Fresh, frozen (Cooked in shell)

Type of Business: Seafood Brokerage, Importer

Brands: Fortune Catch

### FRESH WAVE SEAFOODS

P.O. Box 261  
Yarmouth, NS  
B5A 4B2

Contacts: Brian Ritchie, Owner

Theresa Ritchie, Manager

Telephone: 902-742-8183

Fax: 902-742-6970

Products: Groundfish — Fresh, smoked, salted;  
Finman Haddie, Smoked Haddock Fillets

MARQUE  
**PEARL ISLAND**  
BRAND



## HEAVY SALTED FISH

Packed By/Empaqueté par:

**Granville Gates & Sons Ltd.**  
Blandford, N.S. B0J 1T0

**PRODUCT OF CANADA**

Annual Sales Range: Less than 0.5M

Percentage of Sales Exported: 20%

Number of Employees: 4 – 6

Type of Business: Processor, Exporter

Production Period: May – October

Brands: Fresh Wave Seafoods

### GLACE BAY FISHERIES

1-A Lower main Street  
P.O. Box 227  
Glace Bay, NS  
B1A 5V2

Contact: John Wilcox

Telephone: 902-849-3196

Fax: 902-842-0555

Products: Groundfish — Fresh; Herring &  
Gaspereau — Fresh; Mackerel — Fresh;  
Dogfish — Fresh; Porbeagle/Mako — Fresh;  
Swordfish — Fresh; Scallop — Fresh;  
Lobster — Live; Rock & Queen (Snow)  
Crab — Live; Shrimp — Fresh; Eels — Live

### GRANVILLE GATES & SONS LTD.

R.R. #1, Hubbards  
Lunenburg County, NS  
B0J 1T0

Contact: Ed Grant, Plant Manager

Telephone: 902-228-2559

Fax: 902-228-2368

Products: Groundfish — Salted/dried

Annual Sales Range: 3.5 – 5M

Percentage of Sales Exported: 95%

Number of Employees: 26

Type of Business: Processor, Importer, Exporter

Production Period: January – December

Brands: Cristobal, Pearl Island

Countries of Interest: Jamaica, Barbados,  
Dominican Republic, Puerto Rico, United States,  
Greece, Leeward and Windward Islands,  
Trinidad and Tobago, Mexico

### GREAT MARITIME SCALLOPS

P.O. Box 489  
Chester, NS  
B0J 1J0

Contact: M. Dadswell

Telephone: 902-275-5035

Fax: 902-585-1059

E-mail: [mdadswel@acadian.ca](mailto:mdadswel@acadian.ca)

Products: Sea Scallops — Live, fresh meat;  
Mussels — Cultivated

Percentage of Sales Exported: 20%

Number of Employees: 3

Production Period: Year Round



## NOVA SCOTIA

### H & H FISHERIES LTD.

P.O. BOX 172  
Eastern Passage, NS  
B3G 1M5

Contact: Reg Hartlen  
Telephone: 902-465-6330  
Fax: 902-465-2572

Products: Groundfish — Fresh, frozen, salted/dried, smoked; Herring — Fresh, frozen, roe, pickled; Mackerel — Fresh, frozen, pickled, marinated; Gaspereau — Fresh, frozen, salted; Dogfish — Fresh, frozen; Blue Shark — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh, frozen; Oyster — In shell native; Sea Urchin — In shell, roe; Scallops — Fresh meat; Lobster — Live, graded by size; Clams — Soft shelled (in shell, meat); Rock Crab — Live

Annual Sales Range: 5M  
Percentage of Sales Exported: 90%  
Number of Employees: 35  
Type of Business: Processor, Exporter, Importer  
Brands: Fish Basket

### H. ANDERSON LOBSTER SALES LTD.

R.R. #2, Havre Boucher  
Auld's Cove, NS  
B0H 1P0

Contact: Allan Anderson, Manager  
Hyland Anderson, Vice-President  
Telephone: 902-747-2746  
Fax: 902-747-2185

Products: Lobster — Live; Groundfish — Fresh dressed, frozen, steaks, salted/dried; Herring, Mackerel, Gaspereau — Fresh, frozen, smoked, pickled, salted; Herring Roe, Dogfish — Fresh, frozen, fins; Oysters — In shell; Blue Shark — Fresh, frozen; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh, frozen; Sea Urchin — In-shell, roe; Atlantic Salmon & Steelhead (Rainbow Trout) — Dressed, smoked; Marine Plants — Irish Moss, Rockweed, Dulse; Scallops — Live, fresh & frozen meat; Mussels — Cultivated; Clams — Soft shelled, surf, quahogs; Crab — Live, frozen; Shrimp — Fresh, frozen; Eels — Live, frozen, smoked

Annual Sales Range: 2.5 – 10M  
Type of Business: Wholesaler/Distributor  
Production Period: Year round

### H. HOPKINS LTD.

Breakwater Street  
Port Morien, NS  
B6A 1T0

Contact: Clifford Hopkins, President  
Telephone: 902-737-2244  
Fax: 902-737-1077

Products: Cod — Salted; Lobster — Live; Groundfish Fillets — Fresh, frozen  
Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 90%  
Number of Employees: 100  
Type of Business: Processor  
Production Period: April – December

### H. HOPKINS LTD.

P.O. Box 91  
Lower Main Street  
Glace Bay, NS  
B1A 5V1

Contact: Donald Hopkins  
Telephone: 902-849-5701  
Fax: 902-842-9010

Products: Groundfish — Fresh, frozen, salted/dried; Herring & Mackerel — Fresh, frozen, salted; Gaspereau — Fresh; Blue Shark — Fresh; Porbeagle/Mako — Fresh; Swordfish — Fresh, frozen; Scallops — Fresh meat; Lobster — Live, graded by size; Rock & Queen (Snow) Crab — Live; Salt Turbot

Annual Sales Range: 10M  
Percentage of Sales Exported: 75%  
Number of Employees: 25  
Type of Business: Fish and Seafood Buyer and Shipper, Processor, Importer  
Production Period: Year round  
Brands: Morien Brand  
Countries of Interest: United States, Spain, Portugal

### HAR-WEN FARMS LIMITED

P.O. Box 127  
Port Medway, NS  
B0J 2T0

Contact: John or Krista Harding  
Telephone: 902-677-2758  
Fax: 902-677-2052

E-mail: harding@atcon.com  
Products: Oyster — European flat

### HARBOUR LOBSTER LTD.

P.O. Box 69  
Shag Harbour  
Shelburne County, NS  
B0W 3B0

Contact: Wayne Banks, President  
Telephone: 902-723-2500  
Fax: 902-723-2568

Products: Lobster — Fresh  
Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 100%  
Number of Employees: 10  
Type of Business: Processor, Exporter  
Production Period: November – May  
Countries of Interest: Asia and Europe (Live lobster)

### HERVIC ENTERPRISES LIMITED

P.O. Box 119  
Arcadia  
Yarmouth County, NS  
B0W 1B0

Contact: Eric Saulnier  
Telephone: 902-742-3981  
Fax: 902-742-1957

Products: Groundfish — Fresh, salted; Mackerel — Fresh; Lobster — Live, graded by size; Rock Crab — Live

### HIGHLAND FISHERIES LTD.

3 Bell Street  
Glace Bay, NS  
B1A 6C9

Contact: Greg Mitchelitis, Manager  
Lyndon Johnson, Comptroller  
Telephone: 902-849-6016  
Fax: 902-849-7794

Sales Offices/Agents: Tom MacNeil  
Clearwater Fine Foods  
Bedford, NS  
Phone: 902-443-0550  
Products: Groundfish — Fresh, frozen  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 100%  
Number of Employees: 150  
Type of Business: Processor  
Production Period: Year round  
Brands: Clearwater, Highland Harvest

## NOVA SCOTIA

### HILLSBURN BASIN SCALLOP GROUP LIMITED

Box 3154, RR #3  
Granville Ferry, NS  
B0S 1K0

Contact: Blair Cooper  
Telephone: 902-245-5119  
Fax: 902-245-5176

Products: Whole Scallops — Live, IQF  
Annual Sales Range: Less than 1M  
Number of Employees: 5 — 10  
Type of Business: Aquaculture  
Production Period: Year round  
Countries of Interest: United States, Canada

### HOWARD TURNER & SON LTD.

General Delivery  
Marie Joseph, NS  
B0J 2G0

Contact: Elvin Turner, Randy Turner,  
David Burns

Telephone: 902-347-2616  
Fax: 902-347-2714

Products: Groundfish — Fresh, frozen, salted/dried; Herring & Mackerel — Fresh, frozen, salted; Blue Shark — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh, frozen; Scallops — Live, fresh meat; Lobster — Live, graded by size  
Annual Sales Range: 2.5 — 10M  
Number of Employees: 10 (Full time), (15 Part time)  
Type of Business: Processor  
Production Period: Year round  
Brands: Turner  
Countries of Interest: Worldwide

### I. DEVEAU FISHERIES LTD.

P.O. Box 118, Meteghan  
Digby County, NS  
B0W 2J0

Contact: Berton German, President  
Telephone: 902-645-3036  
Fax: 902-645-3109

Products: Groundfish — Fresh, frozen, salted; Herring — Roe; Herring & Mackerel — Fresh, frozen; Gaspereau — Fresh; Blue Shark — Fresh; Porbeagle/Mako — Fresh; Swordfish — Fresh; Sea Urchin — In shell, roe; Scallop — Live, fresh meat; Lobster — Live, graded by size; Clams — Surf, soft shelled (in shell, meat); Rock Crab — Live, meat; Mussel — Blue, Cultivated

Annual Sales Range: 25 — 30M  
Percentage of Sales Exported: 90%  
Number of Employees: 200  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Blue Rock Brand  
Countries of Interest: Japan, Korea, France, United States

### IMO FOODS LTD.

Unit 9, Mivex Crt.  
10 Ragged Lake Blvd.  
Halifax, NS  
B3S 1C2

Contact: Sidney J. Hughes, President  
David Jollimore, Marketing Director  
Telephone: 902-450-5060

Fax: 902-742-5061 (HFX)  
902-742-0908 (YMT)  
Processing Plant: P.O. Box 236,  
26 Water Street  
Yarmouth, NS, B5A 4B2

Products: Kipper Snacks — Naturally smoked, canned; Herring & Mackerel — Fresh, frozen, smoked, canned and in sauces; Herring roe; Silver Hake, Dogfish, Herring Milt, Smoked Scallops — Canned; Canadian Sardine Fillets (in oil and sauces); Whelks  
Annual Sales Range: 2.5 — 10M  
Percentage of Sales Exported: 85% — 90%  
Number of Employees: 120 (Processing plant), 5 (Sales office)  
Type of Business: Processor, Exporter, Wholesaler/Distributor  
Production Period: Year round  
Brands: Kersen, Various co-packing labels  
Countries of Interest: Singapore, South Africa, Korea, Japan, Sweden, Hungary, Mexico

### INDIAN POINT MARINE FARMS LTD.

R.R. #2  
Mahone Bay, NS  
B0J 2E0

Contact: Peter Darnell, President  
Telephone: 902-624-6472  
Fax: 902-634-4738

Products: Blue Mussels — Longline cultivated; Sea Scallops — Cultivated  
Annual Sales Range: Less than 0.5M  
Percentage of Sales Exported: Varies  
Number of Employees: 5

Type of Business: Mussel grower and Processor  
Production Period: Year round  
Brands: Scotian Pride, Indian Point Mussels  
Countries of Interest: United States, Iceland, Europe

### INLAND FISHERIES LTD.

Italy Cross  
Lunenburg County, NS  
B0J 1V0

Contact: David Fancy  
Telephone: 902-543-3890  
Products: Herring — Marinated (Regular & Swedish Delight), specialty pack  
Annual Sales Range: Less than 0.5M  
Number of Employees: 3  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Fancy's Lunenburg County Style, Fancy's Swedish Delight Style

### INNOVATIVE FISHERY PRODUCTS INC.

P.O. Box 425, Little Brook  
Digby County, NS  
B0W 1Z0

Contact: Marc Blinn  
Doug Bertram  
Telephone: 902-769-3300  
Fax: 902-769-0109  
E-mail: [ifp@atcon.com](mailto:ifp@atcon.com)

Products: Groundfish — Fresh, frozen, salted/dried; Herring — Pickled, salted; Atlantic Salmon & Steelhead (Rainbow Trout) — Fresh; Scallops — Live, fresh meat; Lobster — Live, graded by size; Blue Mussels — Cultivated; Clams (Stimpson Surf & Propeller) — Live and meat; Ocean Quahog (Mahogany Clam); Rock Crab — Live, meat; Soft Shell Clams  
Annual Sales Range: 0.5 — 2.5M  
Percentage of Sales Exported: 80%  
Number of Employees: 25  
Type of Business: Processor, Exporter, Importer  
Production Period: Year round  
Brands: I.F.P., Shamrock  
Countries of Interest: Worldwide

## NOVA SCOTIA

### INSHORE FISHERIES LTD.

Middle West Pubnico  
Yarmouth County, NS  
BOW 2M0

Contact: Claude d'Entremont, Manager

Telephone: 902-762-2522

Fax: 902-762-3464

Products: Groundfish — Fresh, frozen,  
salted/dried, dressed

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 95%

Number of Employees: 45

Type of Business: Processor

Production Period: January – November

Brands: Inshore, Lobster Bay

Countries of Interest: United States

### INTERVEST TRADING COMPANY INC.

5435 Spring Garden Road  
Halifax, NS  
B3J 1G1

Contacts: Paul E. Blades, President

Jeffrey Whitman, V.P., Sales

Telephone: 902-425-2018

Fax: 902-420-0763

Products: Pollock, Turbot, Cod, Haddock,  
Flatfish — Frozen; Salt Cod, Herring meal,  
Herring oil, Liquid hydrolyzed Herring, Frozen  
Lobster — Whole, meat; Frozen Snow Crab —  
Sections, meat; Frozen Herring — Flaps, whole  
round; Frozen Round Mackerel, Tuna — Fresh

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 5

Type of Business: Processor, Trader, Importer

Brands: Sable, Sealife

### INVENTIVE MARINE PRODUCTS LTD.

112 Thornhill Dr.  
Dartmouth, NS  
B3B 1J2

Contact: Douglas C. Judge, President

Catherine Slaney, Marketing Manager

Telephone: 902-468-2611

Fax: 902-468-2681

Sales Offices/Agents: Bob Olson, Washington  
Belt & Drive Systems

800-552-7378

Mark Carlisle, International Smoking Systems

508-827-3160

Products: Fish Processing Equipment

Annual Sales Range: 0.5 – 2.5M

Number of Employees: 6

Type of Business: Manufacturer/Distributor

### ISLAND FRESH SEAFOODS

Box 689

Tiverton, NS

B0V 1G0

Contact: Daniel B. Kenney Jr.

Telephone: 902-839-2023

Fax: 902-839-2070

Type of Business: Importer

### ISLAND MARINE PRODUCTS LTD.

2772 Main Street

Clark's Harbour, NS

B0W 1P0

Contact: Cyril B. Swim, President

Peter E. T. Swim, General Manager

Telephone: 902-745-2222

Fax: 902-745-3247

Products: Groundfish (various species dependent  
on availability) — Fresh, salted/dried; Herring &  
Mackerel — Fresh, frozen, salted; Gaspereau —  
Salted; Dogfish — Fresh, frozen, fins; Blue Shark  
— Fresh, frozen, fins; Porbeagle/Mako — Fresh;  
Swordfish — Fresh, frozen; Sea Urchin — In  
shell, roe; Herring Oil, Tuna — Bluefin, Bigeye,  
Yellowfin, Albacore

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 90%

Number of Employees: 150

Type of Business: Processor, Exporter,  
Wholesaler/Distributor

Production Period: Year round

Countries of Interest: Far East

### J. WILLY KRAUCH & SONS LTD.

Tangier, NS

B0J 3H0

Contact: Max Krauch

Alice Rutledge

Telephone: 902-772-2188

Fax: 902-772-2947

Products: Mackerel — Smoked; Atlantic  
Salmon — Hot and cold smoked, salmon paté;  
Steelhead (Rainbow Trout) — Smoked; Eel —  
Smoked

### JACK'S LOBSTERS LIMITED

614 Myer's Point Road

Jeddore, NS

B0J 1W0

Contact: Joseph Goyetche

Rose-Marie Goyetche

Telephone: 902-889-2771

Fax: 902-889-2720

Products: Lobster — Live, graded by size,  
vacuum packed frozen, in shell, tails, vacuum  
packed lobster meat

Percentage of Sales Exported: 90%

Number of Employees: 12

Type of Business: Processor, Exporter

Production Period: Year round

Countries of Interest: Asia, Europe

### JAMES L. MOOD FISHERIES

P.O. Box 60

Wood's Harbour, NS

B0W 2E0

Contact: Almond Mood, Manager

Corey Mood, Manager

Telephone: 902-723-2360

Fax: 902-723-2880

Products: Groundfish — Fresh, salted;  
Dogfish — Fresh, fins; Blue Shark — Fresh, fins;  
Porbeagle/Mako — Fresh; Tuna — Bluefin,  
Yellowfin, Bigeye; Swordfish — Fresh;  
Lobster — Live, graded by size; Rock Crab —  
Live, meat

Annual Sales Range: 5 – 10M

Percentage of Sales Exported: 90%

Number of Employees: 10

Type of Business: Processor, Exporter,  
Wholesaler/Distributor

Production Period: Year round

Countries of Interest: Japan, France, Italy,  
Spain, United Kingdom, Germany, United States

### JOEL SMITH FISHERIES LTD.

R.R. #5, Sandford

Yarmouth, NS

B5A 4A9

Contact: Bernard Berry, President

Gabor Tokai, Secretary

Telephone: 902-742-5572

Products: Groundfish — Salted/dried, fresh;  
Herring & Mackerel — Frozen; Gaspereau —  
Fresh; Dogfish — Fresh; Blue Shark — Fresh;  
Porbeagle/Mako — Fresh; Lobster — Live;  
Rock Crab — Live



## NOVA SCOTIA

Annual Sales Range: 0.5 – 2.5M  
 Percentage of Sales Exported: 90%  
 Number of Employees: 3  
 Type of Business: Processor, Exporter  
 Production Period: Year round

### JOHN'S COVE FISHERIES LIMITED

P.O. Box 6400, RR #3  
 Yarmouth, NS  
 B5A 4A7

Contact: Don Cunningham

Telephone: 902-742-8691

Fax: 902-742-3574

E-mail: [nstn2363@fox.nstn.ca](mailto:nstn2363@fox.nstn.ca)

Products: Groundfish — Fresh, salted/dried;  
 Minibits & Fibered Cod; Herring — Fresh,  
 frozen, roe, smoked; Dogfish — Fresh, frozen,  
 fins; Blue Shark — Loins & fins;  
 Porbeagle/Mako — Fresh, frozen; Swordfish —  
 Fresh; Atlantic Salmon & Steelhead  
 (Rainbow Trout) — Dressed, smoked; Lobster —

Live, graded by size; Rock & Jonah Crab

Percentage of Sales Exported: 75%

Number of Employees: 19

Type of Business: Fish Buyer & Processor,  
 Wholesale Distributor

Production Period: Year Round

Brands: "John's Cove"

Countries of Interest: Canada, United States,  
 Japan, Mexico, European Union, Far East

### K & N FISHERIES LTD.

Upper Port Latour  
 Shelburne County, NS  
 B0W 3N0

Contact: Kirk Nickerson, Manager  
 Gregory Nickerson, Plant Manager

Telephone: 902-768-2478

Fax: 902-768-2385

Products: Groundfish — Fresh, salted/dried;  
 Mackerel — Salted; Dogfish — Fresh, frozen,

fins; Porbeagle/Mako — Fresh; Swordfish —  
 Fresh; Scallops — Live, fresh meat; Lobster —  
 Live, graded by size

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 95%

Number of Employees: 12

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Latour

### K. MACLEOD MARINE FARMING LTD.

Jersey Cove  
 RR #1  
 English Town, NS  
 B0C 1H0

Contact: Ken MacLeod

Telephone: 902-929-2776

Fax: 902-929-2320

Products: Blue Mussels — Longline cultivated



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Toronto Tel: 905-673-3981  
 Fax: 905-673-0006

Vancouver Tel: 604-684-4531  
 Fax: 604-688-3290



## NOVA SCOTIA

### KENNEY & ROSS LIMITED

R.R. #3  
Shelburne, NS  
BOT 1W0  
Contact: Robert E. Norland, President  
Robert Welland, Vice President  
Telephone: 902-637-2616  
Fax: 902-637-2511  
E-mail: wella@atcon.com  
Products: Fish Gelatin, Fish Glue, Fish Meal  
Annual Sales Range: 2.5 - 5M  
Percentage of Sales Exported: 95%  
Number of Employees: 55  
Type of Business: Processor, Importer of fish  
skins with scales  
Production Period: Year round  
Brands: Norland Fish Gelatin  
Countries of Interest: Worldwide

### L. WALKER SEAFOODS LTD.

Wood's Harbour, NS  
BOW 2E0  
Contact: LeRoy Walker, President  
Telephone: 902-723-2889  
Fax: 902-723-2104  
Products: Lobster — Live; Groundfish  
(Pollock, Cod), Tuna, Swordfish — Fresh  
Annual Sales Range: 0.5M  
Percentage of Sales Exported: 90%  
Number of Employees: 2  
Type of Business: Exporter,  
Wholesaler/Distributor  
Production Period: December - September

### LAHAVE SEAFOODS LTD.

LaHave, NS  
BOR 1C0  
Contact: David Himmelman  
David Wentzell  
Telephone: 902-688-2773  
Fax: 902-688-2766  
Products: Groundfish — Fresh, salted/dried;  
Herring, Mackerel — Pickled, marinated, salted;  
Dogfish — Fresh; Blue Shark — Fresh;  
Sea Scallops — Fresh meat; Lobster — Live  
Annual Sales Range: 2.5 - 10M  
Percentage of Sales Exported: 70%  
Number of Employees: 15 - 35  
Type of Business: Processor, Exporter  
Production Period: Year round

### LEO G. ATKINSON FISHERIES LTD.

South Side  
Shelburne County, NS  
BOW 1P0  
Contact: Leo G. Atkinson, President  
Telephone: 902-745-3047  
Fax: 902-745-1245  
Products: Groundfish — Fresh dressed  
(Cod, Haddock, Pollock & Redfish), salted/dried  
(Cod, Pollock, Hake & Cusk); Halibut — Fresh  
dressed; Mackerel — Pickled & salted whole;  
Lobster — Live, graded by size and fresh  
Annual Sales Range: 2.5 - 10M  
Percentage of Sales Exported: 15%  
Number of Employees: 28  
Type of Business: Processor  
Production Period: January - December  
Brands: Deep Sea  
Countries of Interest: Jamaica, Portugal,  
United States, Canada

### LINCO FISHERIES LTD.

P.O. Box 70, Clark's Harbour  
Shelburne County, NS  
BOW 1P0  
Contact: Colin Smith, President  
Clara Ross, Office Manager  
Telephone: 902-745-2300  
Fax: 902-745-2898  
Products: Groundfish (Haddock, Cod, Pollock,  
Cusk, Hake) — Heavy salted; Lobster — Live  
Annual Sales Range: 2.5 - 10M  
Percentage of Sales Exported: 50%  
Number of Employees: 30  
Type of Business: Processor  
Production Period: Year round  
Countries of Interest: United States,  
Caribbean, Norway, Portugal, United Kingdom

### LITTLE RIVER SEAFOOD PACKERS LTD.

P.O. Box 1271  
140 Water St.  
Digby, NS  
BOV 1A0  
Contact: Bradley Longmire, President  
Telephone: 902-245-4729  
Fax: 902-245-5444  
E-mail: little@marina.istar.ca  
Products: Groundfish — Fresh, salted/dried;  
Dogfish — Fresh; Oysters — In shell (native);  
Blue Shark — Fresh; Porbeagle/Mako — Fresh;

Swordfish — Fresh; Sea Urchin — In shell, roe;  
Atlantic Salmon & Steelhead (Rainbow Trout)  
— Fresh; Rockweed, Dulse, Sea Scallops — Fresh  
and frozen meat; Lobster — Live, graded by size;  
Clams (Soft Shelled and Surf) — In shell, meat;  
Ocean & Bay Quahog; Eels — Live  
Annual Sales Range: 2 - 5M  
Percentage of Sales Exported: 80%  
Number of Employees: 75  
Type of Business: Processor, Exporter, Importer  
Production Period: Year round  
Brands: Little River  
Countries of Interest: Spain, Portugal, Japan,  
United States, China, Brazil, Caribbean, West  
Indies, Mexico, Colombia, Venezuela

### LOCH BRAS D'OR SALMON FARMS LTD.

RR #4  
Whycocomagh, NS  
BOE 3M0  
Contact: Phil Drinnan  
Telephone: 902-756-3223  
Fax: 92-756-3223  
Sales Offices/Agents: National Sea Products  
Products: Steelhead (Rainbow Trout) & Atlantic  
Salmon — Fresh; Oysters — In shell, native;  
Brown Trout — Fresh  
Annual Sales Range: Less than 0.5M  
Type of Business: Aquaculture  
Production Period: August - February

### LOUISBOURG SEAFOODS LTD.

P.O. Box 159  
Commercial Street  
Louisbourg, NS  
BQA 1M0  
Contact: James N. Kennedy  
Telephone: 902-733-2079  
Fax: 902-733-3262  
Products: Groundfish — Fresh, frozen; Lobster,  
Snow Crab, Eels, Oysters, Shrimp  
Number of Employees: 92  
Type of Business: Importer  
Brands: Mina Bay



# *The important things*



Photo courtesy of The Maritime Museum of the Atlantic

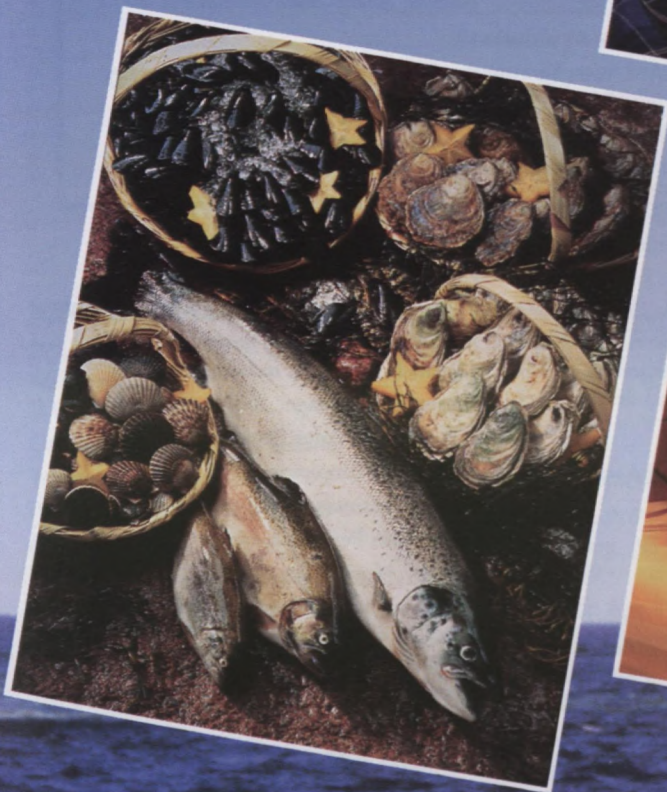
  
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Tel.: (902) 424-4560 Fax: (902) 424-4671 E-mail: [hlfxbmon.fish.bryante@gov.ns.ca](mailto:hlfxbmon.fish.bryante@gov.ns.ca)

Check our Web site at <http://www.gov.ns.ca/fish/>



## NOVA SCOTIA

### M. & M. FISHERIES LTD.

P.O. Box 190  
Woods Harbour  
Shelburne County, NS  
B0W 2E0

Contact: Gary Goreham, President  
Telephone: 902-723-2390  
Fax: 902-723-2967

Products: Lobster — Live, graded by size;  
Groundfish — Fresh, frozen, salted/dried;  
Ocean Perch — Fresh, frozen; Blue Shark —  
Fresh; Porbeagle/Mako — Fresh;  
Swordfish — Fresh

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 85%  
Number of Employees: 35

Type of Business: Processor, Importer  
Production Period: Year round

Brands: Novie Fresh, M & M Fisheries

Countries of Interest: United States, Japan,  
Korea, China, Norway, United Kingdom, France

### M.V. OSPREY LTD.

P.O. Box 188  
385 Purves Street  
North Sydney, NS  
B2A 3M3

Contact: Brian Shebib  
Telephone: 902-794-1600  
Fax: 902-794-1416

Products: Shrimp, Greenland Turbot  
Percentage of Sales Exported: 95%

Number of Employees: 110

Production Period: Year round

Countries of Interest: Japan, China, Europe

### MANOMET BAY (CANADA) INC.

101 Water Street  
Yarmouth, NS  
B5A 4P4

Contact: Peter Panagapko  
Telephone: 902-742-3286  
Fax: 902-742-3287

Products: Scallops — Frozen; Mackerel —  
Whole round frozen; Silver Hake — Whole  
round, headed & gutted, frozen; Cod — Frozen  
headed & gutted, salted; Lobster — Live

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 90%

Type of Business: Trader, Importer  
Production Period: Year round

### MARIMEX LIMITED

1312 Queen Street  
Halifax, NS  
B3J 2H5

Contact: Donald A. Fraser, P.Eng., President  
W. Bryce Fisher, P.Eng., Vice President  
Telephone: 902-422-7355  
Fax: 902-422-8147

E-mail: canfish@fox.nstn.ca

Products: Shrimp — Frozen, whole-in-shell;  
Lobster — Tails; Dogfish — Portioned;  
Herring — Roe; Tuna — Canned

Annual Sales Range: Less than 0.5M  
Number of Employees: 6  
Type of Business: Trader

### MARTINE MARIE FISHERIES LIMITED

Middle West Pubnico, NS  
B0W 2M0

Contact: Craig d'Entremont  
Telephone: 902-762-2876  
Fax: 902-762-2096

Products: Groundfish — Fresh, salted/dried;  
Herring — Fresh, frozen; Mackerel — Fresh,  
frozen, salted; Dogfish — Fresh, fins;  
Blue Shark — Fresh, fins; Porbeagle/Mako —  
Fresh; Swordfish — Fresh; Atlantic Salmon &  
Steelhead (Rainbow Trout) — Fresh dressed;  
Lobster — Live

### MEREX INC.

P.O. Box 485  
Halifax, NS  
B3J 2R7

Contact: Mark Nickerson  
Telephone: 902-425-2100  
Fax: 902-423-0002

E-mail: merex@fox.nstn.ca

Products: Groundfish — Fresh dressed  
(Cod, Haddock), frozen I.Q.F. (Pollock), Salted  
(Cod, Pollock, Hake); Herring — Frozen, whole,  
smoked; Mackerel — Frozen whole; Surf Clams  
(Hokkigai), Lobster — Live, graded by size,  
frozen; Scallops — I.Q.F.

### MERSEY POINT FISH PRODUCTS LTD.

P.O. Box 429  
Liverpool, NS  
B0T 1K0

Contact: Maarten Mutsaers,  
Marketing Manager  
Robert Mutsaers, Director  
Telephone: 902-354-5926

Fax: 902-354-5926

Products: Herring — Frozen, smoked,  
marinated, pickled; Mackerel — Smoked, frozen;  
Dogfish — Fresh, frozen, fins; Eels — Live,  
frozen, smoked; Atlantic Salmon & Steelhead  
(Rainbow Trout) — Smoked; Dutch Matjes  
Herring; Smoked Dogfish

Annual Sales Range: Less than 0.5M  
Percentage of Sales Exported: 25%  
Number of Employees: 8

Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Mersey Point, Monarch

### MERSEY SEAFOODS LIMITED

P.O. Box 1290  
Liverpool, NS  
B0T 1K0

Contact: Dr. W.M. Murphy, President  
Telephone: 902-354-3467  
Fax: 902-354-2319

Products: Groundfish — Frozen; Groundfish  
Meal; Scallops — Fresh meat; Shrimp —  
Cooked in shell, raw, industrial

Annual Sales Range: 50M+  
Percentage of Sales Exported: 95%  
Number of Employees: 300

Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Mersey, Usen

Countries of Interest: United States, Japan,  
China, Taiwan, Thailand, Hong Kong,  
Australia, France, United Kingdom, Norway,  
Denmark, Sweden, Spain, Portugal, Italy,  
Holland



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Please contact us for information on Hokkigai and other Quality High Liner Products. Fax: 902-634-8969



#### METEGHAN LOBSTER CO-OP

P.O. Box 24  
Meteghan, NS  
B0W 2J0

Contact: Stan Comeau, President

Telephone: 902-645-2197

Products: Lobster — Live; Tuna — Fresh, live

Annual Sales Range: 0.5M

Percentage of Sales Exported: 50%

Number of Employees: 12

Type of Business: Processor

Countries of Interest: United States, Japan

Haddock, Pollock, Flounders & Redfish;  
Halibut — Fresh dressed; Herring — Frozen  
Whole; Porbeagle/Mako — Fresh; Swordfish —  
Fresh dressed; Lobster — Live, graded by size

#### NATIONAL SEA PRODUCTS LTD.

P.O. Box 910  
Lunenburg, NS  
B0J 2C0

Contact: Ron Whynacht, V.P. G.M.,  
Atlantic Operations

Telephone: 902-634-8811

Fax: 902-634-4577

Sales Offices/Agents:

National Sea Products Inc.  
One Highliner Avenue  
P.O. Box 839  
Portsmouth, NH, USA

Products: Battered & Breaded Seafood Entrees,  
Groundfish — Fresh, frozen, salted, smoked;  
Herring — Smoked; Mackerel — Fresh, frozen;  
Atlantic Salmon & Steelhead (Rainbow Trout)  
— Fresh; Scallops — Fresh & frozen meat,

frozen at sea; Silver Hake — Fresh, frozen;  
Clams — Surf

Annual Sales Range: 250M

Percentage of Sales Exported: 10%

Number of Employees: 1,500

Type of Business: Primary and Secondary  
seafood harvesting and production, Sales

Production Period: Year round

Brands: High Liner, Booth, Fisher Bay, Seafresh

Countries of Interest: United States, Korea,  
China, European Union, Bermuda, Japan, South  
America

#### NEWELL LOBSTERS LTD.

P.O. Box 99  
Yarmouth, NS  
B5A 4B1

Contact: Robert Newell, Owner

Telephone: 902-742-6272

Fax: 902-742-1542

#### N. LEBLANC ENTERPRISES LIMITED

P.O. Box 68  
Wedgeport, NS  
B0W 3P0

Contact: Neil LeBlanc

Telephone: 902-742-9157

Fax: 902-742-7708

Products: Groundfish — Fresh dressed Cod,



# Rio Import & Export Ltd.

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## Shellfish:

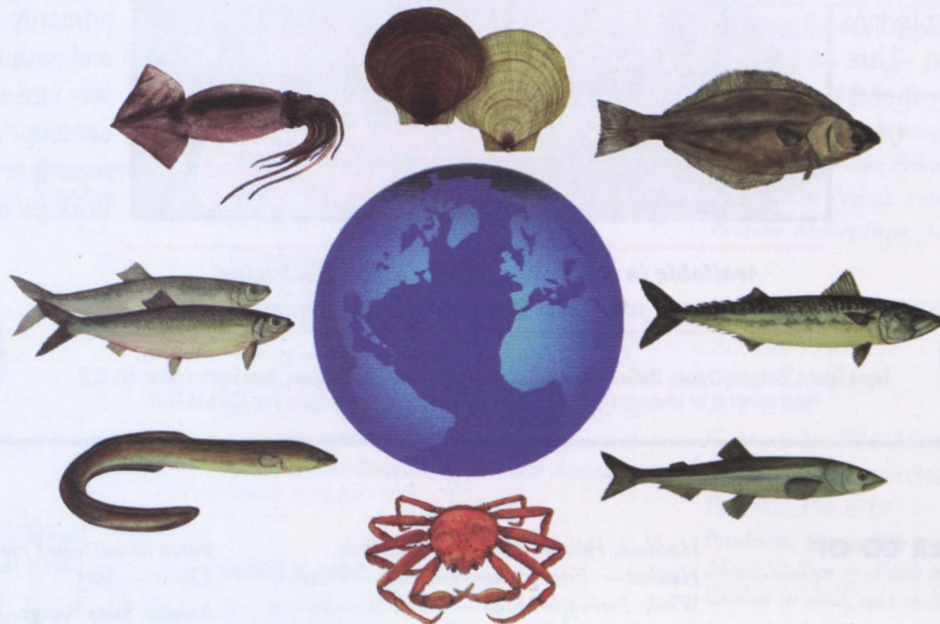
Snowcrab  
Scallops  
Lobster  
Hokkigai  
Gr. Cockles  
Whelks  
Shrimp

## Pelagics:

Squid  
Mackerel  
Herring  
Capelin  
Silversides  
Eels  
Shad

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## NOVA SCOTIA

Products: *Lobster — Live; Groundfish — Salted/dried; Herring — Frozen, roe; Fish Meal*  
Annual Sales Range: 2.5 – 10M  
Type of Business: *Processor*

### NEWFOUND TRADING LTD.

Suite 206, 11 Morris Drive  
Dartmouth, NS  
B3B 1M2

Contact: *Christopher Myers*  
Telephone: 902-468-7100  
Fax: 902-468-7200

E-mail: *newfound@fox.nstn.ca*  
Products: *Shrimp — Frozen in shell; Finfish — Frozen*

### NIPPON SUISAN (HALIFAX) LTD.

609 – 1969 Upper Water Street  
Halifax, NS  
B3J 3R7

Contacts: *Mr. T. Kawagoe, President*  
Telephone: 902-423-8120  
Fax: 902-422-4209

E-mail: *nisui.hfx@ns.sympatico.ca*  
Products: *Crab, Turbot (Greenland Halibut) — Frozen; Lobster — Live; Herring, Sea Urchin — Frozen roe*

Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 100%  
Number of Employees: 5  
Type of Business: *Exporter*

### NORTH BAY FISHERMAN'S CO-OP LTD.

RR #4  
Ballantyne's Cove, NS  
B2G 2L2

Contact: *Kim MacDonald*  
Telephone: 902-863-4988  
Fax: 902-863-1112

Products: *Herring & Mackerel — Fresh; Gaspereau — Fresh, pickled; Dogfish — Fresh; Bluefin Tuna — Fresh; Lobster — Live; Crab (Rock & Snow) — Live*

Annual Sales Range: 1 – 10M  
Percentage of Sales Exported: 20%  
Number of Employees: 8  
Type of Business: *Fish buyers and processors*  
Production Period: *May 1 – Oct 31*

### NORTH NOVA SEAFOODS LIMITED

P.O. Box 365  
Pictou, NS  
B0K 1H0

Contact: *Jack Logan*  
Telephone: 902-485-6394  
Fax: 902-485-8584

Products: *Herring — Fresh; Lobster — Live; Rock Crab — Fresh & frozen meat*

### NORTHWEST FISHERIES LTD.

Box 4, Site 4, RR #1  
Hubbards, NS  
B0J 1T0

Contact: *Olimpio Martins*  
*Eileen Boutilier*  
Telephone: 902-857-1477  
Fax: 902-228-2116

E-mail: *omartins@auracom.com*  
Products: *Groundfish — Fresh, frozen, salted/dried, smoked; Herring — Frozen, roe, smoked, salted; Mackerel — Frozen, roe, smoked, pickled, marinated, salted; Dogfish — Fresh, frozen, fins; Oysters — In shell native, in shell belon, meat; Blue Shark — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh, frozen; Sea Urchin — In shell, roe; Atlantic Salmon & Steelhead (Rainbow Trout) — Fresh, smoked; Salt Cod bits, Hake bits & Cusk bits; Scallops — Live, fresh, frozen; Lobster — Live, graded by size; Blue Mussels — Longline & bottom cultivated; Silver Hake — Frozen; Monkfish — Fresh & frozen; Clams — Soft Shell (in shell meat), Surf, Ocean Quahog, Bay Quahog; Rock Crab — Live meat; Queen (Snow) Crab — Live, frozen, meat; Shrimp — Fresh, frozen; Portugese Sardine — Frozen; Octopus, Swordfish*

Annual Sales Range: 1M  
Number of Employees: 6  
Type of Business: *Processor, Importer*  
Production Period: *Year round*  
Brands: *Sagres*  
Countries of Interest: *Portugal*

### NOVA PISCES SEAFOODS LIMITED

RR #1, The Lodge  
Hubbards, NS  
B0J 1T0

Contact: *Jung Kook Kim*  
Telephone: 902-857-3443  
Fax: 902-857-9074

Products: *Groundfish — Fresh, frozen; Herring — Frozen; Mackerel — Frozen, salted; Sea Urchin — In shell; Monk Fish — Fresh, frozen; Skate Wing — Frozen; Squid — Frozen; Lobster — Live*

### NUIT NOIRE PECHERIE LTEE.

Lower West Pubnico  
Yarmouth Co., NS  
B0W 2C0

Contact: *Mr. Gregan*  
Telephone: 902-762-3292  
Fax: 902-762-2999

E-mail: *bsc@ns.sympatico.ca*  
Products: *Groundfish (Haddock & Redfish) — Fresh dressed; Herring — Fresh, frozen (whole, fillets, roe); Mackerel — Fresh; Lobster — Live, fresh; Sea Urchin — Roe*

Countries of Interest: *Japan*

### O'NEIL FISHERIES LTD.

P.O. Box 464  
Digby, NS  
B0V 1A0

Contact: *Laure O'Neil*  
Telephone: 902-245-6528  
Fax: 902-245-5070

Products: *Groundfish — Fresh, frozen, salted/dried; Scallops — Fresh & frozen meat; Lobster — Live, graded by size; Periwinkles — Live*

### OCEAN ENTERPRISES INC.

3325, Chemin du Roi  
P.O. Box 71, Anses des Belliveau  
Belliveau Cove, NS  
B0W 1J0

Contact: *Michel Belliveau, President & Director General*  
Telephone: 902-837-5982  
Fax: 902-837-7283

Products: *Lobsters — Live, gift pack, whole-in-shell*  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 70%  
Number of Employees: 4 (peak) 1 (off season)  
Type of Business: *Exporter, Wholesaler/Distributor*  
Production Period: *Year round*  
Brands: *Homards de l'Acadie*

## NOVA SCOTIA

### OCEAN ORGANIC LIMITED

P.O. Box 106

Tusket, NS

BOW 3M0

Contact: Will Nickerson or Gary Cunningham

Telephone: 902-742-8691

Fax: 902-742-3574

Products: Groundfish — Smoked; Blue Shark — Frozen, smoked; Peppered Mackerel — Hot smoked; Salmon — Hot smoked & peppered; Cod & Smoked Salmon Fish Cakes, Atlantic Salmon & Steelhead (Rainbow Trout) — Fresh, smoked, marinated; Salmon Crowns — Smoked salmon & potato, lemon & wild rice, bulgar wheat, raisins & apricot

Annual Sales Range: 0.5 – 3M

Percentage of Sales Exported: 60%

Number of Employees: 3 – 15

Type of Business: Processor, Aquaculture, Exporter

Production Period: Year round

Brands: FINYVES of Nova Scotia, and private labels (Copack available)

Countries of Interest: South America, Mexico, United States, Pacific Rim

### OCEAN PRIDE FISHERIES LTD.

P.O. Box 330

Lower Wedgeport, NS

BOW 2B0

Contact: Milton LeBlanc, President

Telephone: 902-663-4579

Fax: 902-663-2698

Products: Groundfish — Fresh, frozen; Herring — Cured, roe; Dogfish — Frozen, fillet back, flaps and fins

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 30 – 75

Type of Business: Processor, Exporter

Production Period: June – October

Brands: Ocean Pride

### OCEAN'S BEST SEAFOOD LTD.

Meteghan Centre, Box 53

Digby County, NS

BOW 2K0

Contact: Raymond J. King, President

Telephone: 902-645-3482

Fax: 902-645-2939

Products: Shrimp — Fresh, frozen at sea, cooked in shell

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 8

Type of Business: Processor, Exporter

Production Period: May – November

Countries of Interest: Japan, China, Europe

### PETER A. MULLINS PROVISION MERCHANTS LTD.

Main-a-Dieu, NS

B0A 1N0

Contact: Benjamin Mullins, President

Telephone: 902-733-2676

Products: Lobster — Live

Annual Sales Range: Less than 0.5M

Type of Business: Wholesaler/Distributor

### POLARIS MARINE SERVICES LIMITED

P.O. Box 8205

Halifax, NS

B3K 5L9

Contact: Vic Heniss

Telephone: 902-823-2360

Fax: 902-823-3146

Products: Sea Urchins — In shell, in brine, roe

### POSEIDON IMPEX INC.

1574 Argyle Street

Suite 4, Box 12

Halifax, NS

B3J 2B3

Contact: Rodolfo Meloni, President

Luigi Benigno, Vice President

Telephone: 902-422-0066

Fax: 902-455-8958

E-mail: meloni@atcon.com

Products: Lobster — Live; Seafood — Frozen

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 3

Type of Business: Exporter, Importer

Countries of Interest: Western Europe

### PREMIUM SEAFOODS LIMITED

P.O. Box 39

Arichat, NS

B0E 1A0

Contacts: Edgar Samson, President

Brian Samson, Vice President

Telephone: 902-226-2633

Fax: 902-226-1263

Products: Groundfish — Fresh, frozen, salted/dried, smoked; Herring & Mackerel — Fresh, frozen, salted; Dogfish — Fresh, frozen, fins; Oysters — In shell native; Blue Shark — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh dressed; Sea Urchin — In shell, roe; Atlantic Salmon — Fresh, smoked; Steelhead (Rainbow Trout) — Fresh; Scallops — Live, fresh & frozen meat; Lobster — Live; Blue Mussels — Longline cultivated; Silver Hake — Frozen; Clams — Soft shell (in shell); Rock and Queen (Snow) Crab -Live; Northern Shrimp — Fresh; Eels — Frozen

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 30%

Number of Employees: 42

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: Year round

Brands: J.F. Samson

### PUBNICO TRAWLERS LTD.

P.O. Box 17, Lower East Pubnico

Yarmouth County, NS

BOW 2A0

Contact: George Cunningham — Sales

Crystal Cunningham — Office Manager

Marc Cunningham — Sales & Plant Manager

Telephone: 902-762-3202

Fax: 902-762-3493

Products: Groundfish — Fresh & frozen, salted/dried, smoked; Herring & Mackerel — Fresh, frozen, smoked, salted; Gaspereau, Specialty Products — Frozen, salted/dried

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 5 Full Time, 3 Part Time

Type of Business: Processor

Production Period: Year round

Brands: Trawler, Capt. Morrissey

Countries of Interest: Pacific Rim, Europe



## NOVA SCOTIA

### QUALITY SEAFOODS LTD.

1 Kirk Street, Suite 109  
Yarmouth, NS  
B5A 1S6

Contact: Alfred C. Leblanc, President  
Telephone: 902-742-9157  
Fax: 902-742-7708

Products: Groundfish — Fresh, whole & fillets, frozen fillets, salted; Halibut — Fresh dressed; Herring — Fresh, frozen, roe, marinated fillets; Mackerel — Fresh, frozen; Porbeagle/Mako Shark — Fresh; Scallops — Fresh; Lobster — Live, graded; Swordfish — Fresh

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 85%  
Number of Employees: 100 – 150  
Type of Business: Processor, Exporter, Wholesaler/Distributor  
Countries of Interest: Japan, France, United States

### R & D NICKERSON FISH PRODUCTS LTD.

RR #1  
Shag Harbour, NS  
B0W 3B0

Contact: David Nickerson  
Telephone: 902-723-2028  
Fax: 902-723-0126

Products: Groundfish — Salted/dried;  
Lobster — Live, graded by size

### R & K MURPHY ENTERPRISES LTD.

P.O. Box 323  
Lower Wedgeport, NS  
B0W 2B0

Contact: Roland Murphy, President  
Telephone: 902-663-2503  
Fax: 902-663-2993

Products: Herring — Roe, fresh, frozen; Lobster — Live, graded by size; Groundfish — Fresh; Mackerel — Fresh, frozen; Blue Shark — Fresh; Porbeagle/Mako — Fresh; Swordfish — Fresh; Tuna — Fresh; Crab — Live

Annual Sales Range: 12M  
Percentage of Sales Exported: 50%  
Number of Employees: 20 – 100  
Type of Business: Processor, Exporter

### R & R SHELLFISH INCORPORATED

RR #3, Granville Ferry  
Annapolis County, NS  
B0S 1K0

Contact: Dana Robinson  
Telephone: 902-532-7301  
Fax: 902-532-7693

Products: Scallops — Fresh meat;  
Lobster — Live  
Type of Business: Importer

### R. BAKER FISHERIES LIMITED

P.O. Box 339, Water Street  
Lockeport, NS  
B0T 1L0

Contact: Robert Baker, Owner  
Telephone: 902-656-3371  
Fax: 902-656-3207

Products: Groundfish — Fresh dressed;  
Swordfish — Fresh; Lobster — Live, graded by size, frozen whole; Ocean Quahogs, Surf Clams, Red Crab

Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 90%  
Number of Employees: 6  
Type of Business: Processor, Exporter  
Production Period: Year round

### R. CROWELL EEL PROCESSOR LTD. & SMOKERY

P.O. Box 10, Site 10,  
Glenwood, NS  
B0W 1W0

Contact: Dianne Crowell, Owner/Manager  
Telephone: 902-643-2344  
Fax: 902-643-2882

Products: Eels — Frozen, live, smoked;  
Mackerel — Smoked; Gaspereau — Frozen, smoked; Salmon — Hot smoked

Annual Sales Range: Less than 0.5M  
Percentage of Sales Exported: 90%  
Number of Employees: 5  
Type of Business: Processor  
Production Period: Year round

### R. ROYLE & CO. LIMITED

P.O. Box 1504  
Halifax, NS  
B3J 2Y3

Contact: Bob Royle, President  
Telephone: 902-492-1918  
Fax: 902-492-1953

E-mail: rroyle@is.dal.ca  
Products: Shrimp (IQF) — Frozen; Halibut — Fresh; Arctic Char, Herring, Dogfish, Cod, Haddock

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 98%  
Number of Employees: 2  
Type of Business: Exporter  
Production Period: Year round  
Brands: Royle  
Countries of Interest: United States, United Kingdom, Sweden, Denmark, Norway, Switzerland, Japan, Korea, China

### R.I. SMITH CO., LIMITED.

P.O. Box 9  
Shag Harbour, NS  
B0W 3B0

Contact: Elnathan D. Smith, President  
Telephone: 902-723-2380  
Fax: 902-723-2541

Products: Cod, Pollock, Hake, Cusk — Salted/dried; Lobster — Live, graded by size

Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 75%  
Number of Employees: 35 – 40  
Type of Business: Processor, Exporter, Importer  
Production Period: Year round  
Brands: Seahorse  
Countries of Interest: Mexico, Brazil, Venezuela

### RIO IMPORT & EXPORT LTD.

P.O. Box 1343  
Dartmouth, NS  
B2Y 4B9

Contact: Claude D. Oppedisano, President  
Winston Spencer, Vice President Sales  
Telephone: 902-466-2077  
Fax: 902-466-7277

Products: Squid, Mackerel, Herring, Capelin, Turbot, Eels, Shad, Silversides, Crab, Scallops, Hokkigai, Cockles, Salted Cod, Hake, Pollock  
Annual Sales Range: 10 – 20M

## NOVA SCOTIA

Percentage of Sales Exported: 75%  
Number of Employees: 5  
Type of Business: *Trader*  
Production Period: *Year round*  
Brands: *Rio Import & Export Ltd.,  
Crystal Seas Ltd.*

### RISSERS LOBSTER POUND LTD.

*West Dublin  
Lunenburg County, NS  
BOC 1C0*  
Contact: *Gerald Risser, Owner*  
Telephone: *902-688-2027*  
Fax: *902-688-2522*  
Products: *Lobster — Fresh, live, whole-in-shell;  
Mussels — Fresh, whole-in-shell*  
Annual Sales Range: *0.5 – 2.5M*  
Percentage of Sales Exported: *50%*  
Number of Employees: *4*  
Type of Business: *Aquaculture, Exporter,  
Wholesaler*  
Production Period: *August – June*

### ROBINSON CHARTER CO. LTD.

*R.R. #3  
Granville Ferry, NS  
BOS 1K0*  
Contact: *Edward Robinson, Owner*  
Telephone: *902-532-5747*  
Products: *Scallops, Groundfish — Fresh*  
Annual Sales Range: *0.5 – 2.5M*  
Percentage of Sales Exported: *90%*  
Number of Employees: *20 – 30*  
Type of Business: *Processor*  
Production Period: *Year round*

### RYER & RYER LOBSTERS LTD.

*Box 1631, RR #1  
Tantallon, NS  
BOJ 3J0*  
Contact: *Dean or Roger Ryer*  
Telephone: *902-823-2822*  
Fax: *902-823-2219*  
Products: *Lobster — Live, graded by size, fresh*  
Annual Sales Range: *2.5 – 10M*  
Percentage of Sales Exported: *70%*  
Number of Employees: *5 – 12*  
Type of Business: *Processor, Exporter,  
Wholesaler*  
Production Period: *Year round*

### S.P.A. CO-OP LTD.

*R.R. #2  
St. Peter's, NS  
BOE 3B0*  
Contact: *Robert Cotton, President  
John MacDonald, Manager*  
Telephone: *902-535-2623/2014*  
Fax: *902-535-3148*  
Products: *Atlantic Salmon, Steelhead Salmon —  
Fresh, smoked, portioned; Arctic Char (fillets) —  
Fresh, frozen, smoked, gift pack; Rainbow Trout  
— Fresh, frozen, smoked*  
Annual Sales Range: *Less than 0.5M*  
Number of Employees: *5*  
Type of Business: *Aquaculture*  
Production Period: *Arctic char year round*  
Brands: *Bras d'Or Char*

### SABLE FISH PACKERS (1988) LIMITED

*P.O. Box 69, South Side  
Clark's Harbour  
Shelburne County, NS  
BOW 1P0*  
Contacts: *J. Gary Black,  
Sales & Plant Manager  
B.A. Blades, President*  
Telephone: *902-745-2500*  
Fax: *902-745-3270*  
Products: *Groundfish (Haddock, Pollock, Cod,  
Cusk, Hake) — Fresh, frozen, salted/dried;  
Herring, Mackerel — Fresh, frozen, pickled,  
marinated, salted; Herring Roe, Dogfish —  
Fresh, frozen, fins; Blue Shark — Fresh, frozen,  
fins; Porbeagle/Mako — Fresh, frozen; Swordfish  
— Fresh, frozen; Groundfish and Herring Meal,  
Herring Oil, Fish Silage, Lobster — Live, graded  
by size; Rock Crab — Live; Hagfish — Live,  
frozen; Codfish — Fresh, frozen, salted/dried;  
Tuna (Bluefin, Yellowfin, Bigeye, Albacore) —  
Fresh*  
Annual Sales Range: *10 – 50M*  
Percentage of Sales Exported: *80%*  
Number of Employees: *300*  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Sable*

### SALT WATER FISHERIES LTD.

*P.O. Box 88, Wedgeport  
Yarmouth County, NS  
BOW 3P0*  
Contact: *Glen Surette, Manager/Owner  
Gary Pothier, Manager/Owner*  
Telephone: *902-663-2296 or 742-2706*  
Products: *Herring — Frozen, roe; Tuna  
(Bluefin, Yellowfin) - Fresh; Mackerel — Frozen*  
Number of Employees: *10 – 70*  
Type of Business: *Processor, Exporter*  
Production Period: *July – November*

### SAMBRO FISHERIES LIMITED

*Sambro Post Office  
Halifax County, NS  
BOJ 2Y0*  
Contact: *Douglas Garrison, Plant Manager  
Samuel Elsworth, President*  
Telephone: *902-868-2140*  
Fax: *902-868-2596*  
Products: *Groundfish — Fresh, salted/dried;  
Herring — Fresh; Mackerel — Fresh, frozen,  
roe, salted; Dogfish — Fresh, fins; Blue Shark —  
Fresh, frozen, fins; Porbeagle/Mako — Fresh,  
frozen; Swordfish — Fresh, frozen; Sea Urchin  
— In shell; Lobster — Live, graded by size;  
Mussels — Wild; Jonah Crab — Live, frozen*  
Annual Sales Range: *2.5 – 10M*  
Percentage of Sales Exported: *40%*  
Number of Employees: *16*  
Type of Business: *Processor*  
Production Period: *Year round*

### SANS SOUCI SEAFOODS LTD.

*P.O. Box 163 (Mood Road)  
Tusket, NS  
BOW 3M0*  
Contact: *Bill Veinot, General Manager*  
Telephone: *902-648-3427*  
Fax: *902-648-3012*  
Products: *Groundfish — Salted/dried;  
Herring — Smoked, pickled; Mackerel &  
Gaspereau — Pickled*  
Annual Sales Range: *10 – 50M*  
Percentage of Sales Exported: *85%*  
Number of Employees: *140*  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Sans Souci, Rico Seco*  
Countries of Interest: *Worldwide*



## NOVA SCOTIA

### SCALLOPS UNLIMITED INCORPORATED

RR #3, Granville Ferry  
Annapolis County, NS  
BOS 1K0

Contact: Leon Longmire  
Telephone: 902-532-7969  
Fax: 902-532-5056

Products: Scallops — Fresh & frozen meat;  
Lobster — Live, graded by size

### SCHOONER SEAFOODS LTD.

Wedgeport  
Yarmouth County, NS  
BOW 3P0

Contact: Michael P. Nowinski,  
General Manager  
Telephone: 902-663-2521  
Fax: 902-663-4695

Products: Herring — Fresh, frozen, roe;  
Mackerel — Frozen; Silver Hake — Frozen  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 98%  
Number of Employees: 160  
Type of Business: Processor, Exporter  
Production Period: May – February  
Brands: Schooner Seafoods

### SCOTIA FISHERIES LIMITED

Little River  
Digby County, NS  
BOV 1C0

Contact: Allen Walker  
Telephone: 902-834-2034  
Fax: 902-834-2033  
Products: Groundfish — Fresh, salted

### SCOTIA GARDEN SEAFOOD INC.

P.O. Box 868  
Yarmouth, NS  
B5A 4K5

Contacts: Tim Kaiser, General Manager  
Telephone: 902-742-2411  
Fax: 902-742-1595

Products: Groundfish — Fresh, frozen; Herring  
— Fresh, frozen, roe; Mackerel — Fresh &  
frozen; Dogfish — Frozen; Sea Urchin — In  
shell, roe; Sea Scallops — Live, fresh & frozen  
meat; Silver Hake — Frozen  
Annual Sales Range: 5M

Percentage of Sales Exported: 90%  
Number of Employees: 150  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Scotia

### SEA CREST FISHERIES LTD.

P.O. Box 94  
Sautnierville, NS  
BOW 2Z0

Contact: Brian Saulmier, President  
Telephone: 902-769-2816  
Fax: 902-769-0866

E-mail: seacrest@marina.istar.ca  
Products: Herring — Frozen, fresh, salted, roe;  
Mackerel — Fresh, frozen; Lobster — Live;  
Rock Crab — Live  
Annual Sales Range: 2 – 5M  
Percentage of Sales Exported: 94%  
Number of Employees: 50 – 125 (peak season)  
Type of Business: Processor  
Production Period: May – November  
Brands: Sea Crest

### SEA GEM ENTERPRISES LIMITED

P.O. Box 687  
Port Hawkesbury, NS  
BOE 2V0

Contact: Gilmer Meagher  
Telephone: 902-625-0171 or 902-625-2483  
Fax: 902-625-0392  
Products: Herring & Mackerel — Fresh, frozen,  
smoked, pickled, marinated, salted; Gaspereau —  
Pickled, salted; Oysters — In shell native;  
Blue Shark — Fresh, frozen, fins; Swordfish —  
Fresh & frozen; Sea Urchin — In shell, roe;  
Atlantic Salmon & Steelhead (Rainbow Trout) —  
Fresh, smoked; Groundfish & Herring Meal,  
Irish Moss, Bluefin Tuna, Sea Cucumber, Lobster  
— Live, graded by size; Blue Mussels —  
Longline cultivated; Silver Hake — Frozen;  
Clams — Soft Shelled (In shell, meat), Ocean  
Quahog, Bay Quahog; Queen(Snow) Crab —  
Live, frozen, meat; Northern Shrimp — Fresh,  
frozen; Eels — Live, frozen, smoked

### SEA LIFE FISHERIES INC.

Lower East Pubnico, NS  
BOW 2A0

Contact: Ernie White  
Telephone: 902-762-3333

Fax: 902-762-2142

Products: Herring — Fresh, frozen, roe, meal,  
oil; Mackerel — Fresh, frozen; Fish Silage

### SEA SMOKERS LTD.

Lower Eel Brook  
Yarmouth County, NS  
BOW 2X0

Contact: J. David Surette, President  
Telephone: 902-648-2872

Products: Cod, Haddock, Wolffish, Monkfish —  
Fresh; Pollock, Hake, Cusk — Salted  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 40 – 50%  
Number of Employees: 8  
Type of Business: Processor, Wholesaler  
Production Period: Year round,  
(Peak season April – October)

### SEA STAR SEAFOODS LTD.

P.O. Box 220  
Clark's Harbour  
Shelburne County, NS  
BOW 1P0

Contact: Adlai Cunningham, President  
Fenton Cunningham, Sales Manager  
Telephone: 902-745-2925

Fax: 902-745-2129  
Products: Groundfish — Fresh, salted/dried;  
Herring — Smoked; Mackerel — Pickled, salted,  
frozen; Swordfish — Fresh; Squid  
Annual Sales Range: 10 – 15M  
Percentage of Sales Exported: 60%  
Number of Employees: 45  
Type of Business: Processor, Exporter, Importer  
Production Period: Year round  
Countries of Interest: Venezuela, Brazil,  
Mexico, Spain

### SEA WINDS FISHERIES INC.

R.R. #3, Granville Ferry  
P.O. Box 3115  
Annapolis County, NS  
BOS 1K0

Contact: Michael Longmire, President  
Kevin Hudgins, Plant Manager  
Telephone: 902-532-2889

Fax: 902-532-7018  
Products: Sea Scallops — Live, fresh meat;  
Groundfish — Fresh, frozen  
Annual Sales Range: 0.5 – 2.5M



# Catch the taste of Nova Scotia...



Seabright Smokehouses, producer of award-winning smoked seafoods for over 15 years. At Seabright, we combine the best of European technology with knowledge gleaned from years of living near, and working on, the sea.

Our products include; smoked mussels, smoked scallops, smoked shrimp, smoked salmon pate, hot smoked salmon, as well as our traditional cold smoked salmon or "lox" (winner of the 1992 Chefs of America Gold Medal). We can also provide fresh or frozen products on request.

For more information and a full product list, please contact Dan Turner - National Sales Manager. Distributor inquiries encouraged.



**Seabright Smokehouses**, Box 638, R.R. #1 Tantallon, N.S., Canada BOJ 3J0  
Phone: 1-902-823-2465 Fax: 1-902-823-2743 e-mail: seasmoke@fox.nstn.ca

Percentage of Sales Exported: 90%  
Number of Employees: 25  
Type of Business: Processor  
Production Period: Year round  
Brands: Sea Winds

## SEABRIGHT FISHERIES LIMITED

Box 1684  
Pictou, NS  
B0K 1H0  
Contact: David Annis/Robert Blair  
Telephone: (Office) 902-485-5334  
(Plant) 902-485-5467  
Fax: 902-485-1962  
Products: Scallops — Fresh meat;  
Lobster — Live; Crab — Live & cooked  
Countries of Interest: Netherlands, Italy,  
Germany

## SEABRIGHT SMOKEHOUSES LTD.

Box 638  
R.R. #1, Tantallon  
Halifax County, NS  
BOJ 3J0  
Contact: Simon Krasemann, Manager  
Dan Turner, Manager  
Telephone: 902-823-2465  
Fax: 902-823-2743  
E-mail: seasmoke@fox.nstn.ca  
Sales Offices/Agents:  
Marchés Transatlantique,  
4709 St. Denis,  
Montreal, QC  
Telephone: 514-287-3530  
Fax: 514-287-3510  
L. H. Scott & Associates  
Ann Arbour, Michigan  
Telephone: 313-761-4433  
Products: Groundfish — Fresh Halibut in  
season; Herring & Mackerel — Smoked; Atlantic

Salmon — Fresh, smoked; Blue Mussels —  
Longline cultivated; Eels — Smoked; Specialty  
Smoked Product — Scallops, Shrimp, Mussels,  
Halibut, Trout, Haddock  
Annual Sales Range: 2 – 3.5M  
Percentage of Sales Exported: 80%  
Number of Employees: 7  
Type of Business: Seafood Processor  
Production Period: Year round  
Brands: Northern Guides, Seabright  
Countries of Interest: Japan, European Union

## SEAFREEZ FOODS INC.

32 Beckfoot Drive  
Dartmouth, NS  
B2Y 4C8  
Contacts: David Bollivar,  
Vice President, Operations  
Glen Feltmate, Sales Manager  
Telephone: 902-469-5004



## NOVA SCOTIA

Fax: 902-461-9689

E-mail: [seafreez@atcon.com](mailto:seafreez@atcon.com)

Sales Offices/Agents:

Seafreez Foods Inc.  
198 Water Street  
Corner Brook, NF, A2H 3E4

Products: Groundfish — Meal, fresh, frozen, salted; Herring — Meal, oil, fresh, frozen, roe, pickled, marinated, salted; Mackerel — Fresh, frozen; Scallops — Fresh meat; Silver Hake — Frozen; Snow Crab — Frozen; Northern Shrimp — Fresh; Seal

Annual Sales Range: 50M+

Percentage of Sales Exported: 90%

Number of Employees: 1,300

Type of Business: Processor

Production Period: Year round

Brands: Seafreez

### SEASIDE FISHERIES LTD.

P.O. Box 61, Shag Harbour  
Shelburne County, NS  
B0W 3B0

Contact: Brian Banks, President

Telephone: 902-723-2032

Fax: 902-723-2871

Products: Lobster — Live, graded by size; Groundfish — Salted/dried, fresh

Annual Sales Range: 5 – 10M

Percentage of Sales Exported: 100%

Number of Employees: 6

Type of Business: Processor, Exporter

Production Period: Year round

Countries of Interest: Dominican Republic, Italy

### SELDON MILLER FISHERIES LTD.

R.R. #1, Hubbards  
Lunenburg County, NS  
B0J 1T0

Contact: Lawson Miller, President

Telephone: 902-857-9561

Fax: 902-228-2474

Products: Groundfish — Fresh, salted; Herring, Mackerel & Gaspereau — Fresh, frozen; Dogfish — Fresh; Blue Shark — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh; Bluefin Tuna — Fresh; Lobster — Live, graded by size

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 30%

Number of Employees: 7

Type of Business: Processor, Exporter

Production Period: Year round

Countries of Interest: United States, Japan

### SFT VENTURE

RR #1  
Hubbards, NS  
B0J 1T0

Contact: Frank de Waard

Telephone: 902-228-2579

Fax: 902-228-2297

Products: Oysters — In shell native, in-shell European (flat); Scallops — Live, fresh & frozen meat; Lobster — Live, graded by size; Blue Mussels — Longline cultivated; Clams (Bar Clam, Soft Shelled, Surf, Ocean Quahog, Bay Quahog, Propeller); Periwinkle — Live; Sea Urchin — In shell

Annual Sales Range: 0.5 – 1M

Percentage of Sales Exported: 60%

Number of Employees: 2 full-time, 8 part-time

Type of Business: Aquaculture, Processor

Production Period: Year round

Brands: Mountain Island

Countries of Interest: United Kingdom, United States, Belgium, Spain, Germany

### SHAG HARBOUR FISHERIES LTD.

P.O. Box 69  
Shag Harbour  
Shelburne County, NS  
B0W 3B0

Contact: Wayne Banks, President

Telephone: 902-723-2361

Fax: 902-723-2568

Products: Lobster — Live, graded by size; Groundfish — Salted & dried Cod, Pollock, Hake; Swordfish — Fresh dressed

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 100%

Number of Employees: 7 – 25

Type of Business: Processor, Exporter, Wholesaler

Production Period: Year round

Countries of Interest: Asia and Europe (Live lobster)

### SHIP'S LOBSTER POUND LIMITED

P.O. Box 59  
Woods Harbour, NS  
B0W 2E0

Contact: Joel Nickerson

Telephone: 902-723-2525

Fax: 902-723-2601

Products: Lobster — Live, graded by size, fresh

### SHOAL WATER SEAFOODS LTD.

P.O. Box 1506  
Digby, NS  
B0V 1A0

Contact: Carey Edwards

Telephone: 902-638-3133

Fax: 902-245-6858

Products: Groundfish — Salted/dried; Scallops — Frozen; Soft Shelled Clams — In shell

Number of Employees: 8

### SHORELINE FISHERIES LTD.

P.O. Box 59  
Wood's Harbour, NS  
B0W 2E0

Contact: Joel Nickerson, President

Telephone: 902-723-2525

Fax: 902-723-2601

Products: Groundfish — Fresh, salted/dried; Lobster — Live, graded by size

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 5

Type of Business: Processor

Production Period: Year round

### SILVER ROE SEAFOODS LIMITED

P.O. Box 71  
Pubnico, NS  
B0W 2W0

Contact: Harland Amirault, Manager

Dennis D'Eon, President

Telephone: 902-762-3003

Fax: 902-762-3013

Products: Groundfish — Fresh; Herring & Mackerel — Fresh, frozen; Herring Roe; Dogfish — Fresh; Oysters — In shell Native & Belon; Lobster — Live, graded by size; Rock Crab — Live

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 80%

## NOVA SCOTIA

Number of Employees: 10 – 90

Type of Business: Processor

Production Period: Year round

Brands: Silver Roe, Atlantic Quality

Countries of Interest: United Kingdom, Korea, Japan, United States (West Coast)

### SKIPPER FISHERIES LIMITED

P.O. Box 149, West Pubnico  
Yarmouth Co., NS  
B0W 3S0

Contact: Douglas D'Eon, Duberger Robitaille

Telephone: 902-762-2888

Fax: 902-762-3268

Products: Groundfish — Salted/dried (Cod, Pollock, Hake, Cusk); Herring — Fresh, Frozen (Whole, fillets, roe), Pickled (Whole & fillets), Salted; Lobster — Live, cooked

### SKYFISH LTD.

94 Smith Avenue  
Truro, NS  
B2N 1C4

Contact: Bernard MacLennan

Telephone: 902-895-8181

Fax: 902-895-8180

E-mail: skyfish@istar.ca

Products: Flounder — Fresh; Herring — Fresh, frozen, roe; Mackerel — Fresh; Dogfish — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh & frozen; Sea Urchin — In shell, roe; Lobster — Live, graded by size, frozen in brine, meat; Clams — Surf, Bay Quahog; Rock Crab — Live, meat; Crab Queen (Snow) — Live, frozen

Percentage of Sales Exported: 85%

Number of Employees: 5

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Sky Brand

Countries of Interest: United States, Asia, European Union

### SOUTH COAST FISHERIES

P.O. Box 167  
Hubbards, NS  
B0J 1T0

Contact: Shawn Coolen

Telephone: 902-857-1674

Fax: 902-857-1690

E-mail: scsea@istar.ca

Products: Mackerel — Fresh; Dogfish — Fresh, fins; Atlantic Salmon — Fresh; Bluefin Tuna — Fresh; Lobster — Live, graded by size

# Sky

BRAND

## FRESH AND FROZEN SEAFOOD

### SKYFISH LIMITED

94 Smith Avenue, Truro, Nova Scotia, Canada B2N 1C4

Phone: (902) 895-8181 • Fax: (902) 895-8180  
email: skyfish@istar.ca

Sales Office for:  
Wallace Fisheries Ltd. & C.B. Seafoods Ltd.

LIVE LOBSTER  
COOKED LOBSTER  
(FRESH AND FROZEN)  
SNOW CRAB  
ROCK CRAB  
JONAH CRAB  
SEA URCHIN  
SHARK AND TUNA.

"We are equipped for  
Cryogenic Tunnel Freezing."



## NOVA SCOTIA

### ST. MARY'S BAY FISHERIES LTD.

P.O. Box 160  
Meteghan, NS  
B0W 2J0

Contact: Jacques Venne, Manager  
Telephone: 902-645-2417  
Fax: 902-645-2929

Products: Groundfish — Fresh, frozen, salted;  
Lobster — Live; Herring — Roe; Dogfish —  
Fresh, fins; Porbeagle/Mako — Fresh;  
Scallops — Fresh & frozen meat;  
Shrimp — Fresh

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 70 – 75%  
Number of Employees: 75 – 100  
(peak season); 8 – 10 (off season)  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: St. Mary's Bay Fisheries

### STONEY ISLAND FISHERIES LIMITED

P.O. Box 250  
Barrington Passage, NS  
B0W 1G0

Contact: Garth Atkinson  
Telephone: 902-745-3043  
Fax: 902-745-1313

Products: Groundfish — Fresh, salted/dried  
(Cod, Cusk, Pollock, Hake); Porbeagle/Mako —  
fresh; Lobster — Live  
Production Period: Year round

### SURF SEAFOODS LIMITED

P.O. Box 309  
Barrington Passage, NS  
B0W 1G0

Contact: Milford Grayley, Allan Crook  
Telephone: 902-768-2290  
Fax: 902-768-2670

Products: Groundfish — Fresh, salted/dried;  
Lobster — Live

### SWIMS CANADA INC.

P.O. Box 8270  
Station A  
Halifax, NS  
B3K 5L9

Contact: M. Swim, Manager  
R. Swim, Assistant Manager  
Telephone: 902-429-1800

Fax: 902-429-5400

Products: Lobster, Crab, Mussel, Scallops,  
Whelks, Periwinkle, Oysters, Eels —  
Live & frozen

Annual Sales Range: 25M+  
Percentage of Sales Exported: 90%  
Number of Employees: 40  
Type of Business: Processor, Exporter, Importer,  
Distributor  
Production Period: Year round  
Countries of Interest: Worldwide of Asia,  
Europe and North America

### SWIMS CANADA INC.

P.O. Box 8270, Station "A"  
9B Richmond Terminal  
Halifax, NS  
B3K 5L9

Contact: P.J., David or Tony Swim  
Telephone: 902-429-1800  
Fax: 902-429-5400

E-mail: [tswim@swims.ns.ca](mailto:tswim@swims.ns.ca)

Products: Groundfish — Fresh, salted/dried;  
Herring, Mackerel & Gaspereau — Fresh,  
frozen, roe; Dogfish — Fresh, frozen, roe;  
Oysters — In shell native; Blue Shark — Fresh,  
frozen, fins; Porbeagle/Mako — Fresh, frozen;  
Swordfish — Fresh; Atlantic Salmon &  
Steelhead (Rainbow Trout) — Fresh, smoked;  
Groundfish Meal, Herring Meal & Oil,  
Fish Silage, Irish Moss, Rockweed, Dulse, Sea  
Urchin — In shell, roe; Scallops — Live, fresh  
meat; Lobster — Live, graded by size, fresh,  
frozen in shell, processed & canned; Blue  
Mussels — Longline and bottom cultivated;  
Silver Hake — Frozen; Clams (Soft Shell) —  
In shell, meat; Surf Clam, Ocean & Bay  
Quahog, Eels — Live, frozen, smoked

Annual Sales Range: 15 – 25M  
Percentage of Sales Exported: 90%  
Number of Employees: 35  
Type of Business: Processor, Exporter, Importer  
Production Period: Year round

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

1353 Dresden Row  
Halifax, NS  
B3J 2J9

Contact: Toshihide Ito, President/Owner  
Telephone: 902-422-8157  
Fax: 902-425-7882

Products: Herring — Roe; Sea Urchin — In  
shell, roe; Lobster — Live, graded by size

Annual Sales Range: 5 – 12M  
Percentage of Sales Exported: 95%  
Number of Employees: 5  
Type of Business: Fish Broker, Exporter  
Countries of Interest: Japan

### TAI-PAN LOBSTER INC.

General Delivery, Meteghan  
Digby County, NS  
B0W 2J0

Contact: Allan L. Robicheau  
Telephone: 508-352-6663  
Fax: 508-352-7565

Sales Offices/Agents:  
B & M Fisheries Ltd.  
Georgetown, MA  
Allan Robichaud  
Phone: 508-352-6663

Products: Lobster — Live, graded by size, fresh  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 90%  
Number of Employees: 5  
Type of Business: Exporter  
Production Period: Year round

### THE AUSTRIAN SMOKEHAUS

RR #6  
Truro 2913, NS  
B2N 5B4

Contact: Johann Langmann  
Telephone: 902-897-6116  
Fax: 902-895-4455

Products: Atlantic Salmon — Smoked;  
Lobster — In shell, smoked

### THE FISH BASKET LTD.

P.O. Box 578  
Eastern Passage  
Halifax County, NS  
B3G 1M8

Contact: Reginald P. Hartlen, President  
Margaret Perry, Sales & Production  
Telephone: 902-465-6330  
Fax: 902-465-2572

Products: Haddock — Fillets, fresh, frozen,  
salted/dried, dressed; Cod — Fillets, fresh, frozen,  
salted/dried, headed & gutted; Pollock, Hake,  
Herring, Mackerel — Salted; Lobster — Live  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 10%  
Number of Employees: 22 – 40

## NOVA SCOTIA

Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Fish Basket*

### THICO ENTERPRISES LIMITED

P.O. Box 158  
RR #1  
Saulnierville, NS  
BOW 2Z0

Contact: *Jean-Louis Comeau*  
Telephone: 902-769-2402

Fax: 902-769-0108

Products: *Scallops — Fresh meat; Heavy salted fish*

### TRILLIUM SPECIALTY PRODUCTS

P.O. Box 26  
Meteghan Centre  
Digby Co., NS  
BOW 2K0

Contact: *Bob Surette*  
Telephone: 902-769-0120

Fax: 902-769-0120

Products: *Groundfish — Frozen, salted/dried, smoked; Scallops — Fresh, frozen, salted/dried*

### TUSKET SEAFOODS LIMITED

P.O. Box 125  
Tusket, NS  
BOW 3M0

Contact: *Geff d'Entremont or Noreen Trefry*  
Telephone: 902-742-9650 or 902-648-0330

Fax: 902-742-4421

Products: *Groundfish — Fresh, frozen, salted/dried, smoked; Scallops — Fresh & frozen meat; Lobster — Live, graded by size; Clams — Soft Shell (in shell); Shrimp — Fresh, frozen*

### US FOUR FISHERIES LTD.

P.O. Box 88 Meteghan  
Digby County, NS  
BOW 2J0

Contact: *Lionel Leblanc, Manager*

Telephone: 902-645-3455

Fax: 902-645-2613

Products: *Groundfish — Fresh, frozen, salted/dried; Herring — Roe; Porbeagle/Mako — Fresh; Sea Scallops — Fresh Meat; Lobster — Live*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 70%  
Number of Employees: 50  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Countries of Interest: *United States, Europe*

### VICTORIA CO-OPERATIVE FISHERIES LTD.

P.O. Box 38  
Neil's Harbour, NS  
B0C 1N0

Contact: *Lloyd Lamey, Manager*

Telephone: 902-336-2541

Fax: 902-336-2400

Products: *Groundfish — Fresh, salted; Mackerel — Fresh, frozen; Swordfish — Fresh; Lobster — Processed, raw tails, meat, whole cooked; Crab — Whole cooked, sections*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 25%

Number of Employees: 125

Type of Business: *Processor, Exporter*  
Production Period: *May – December*

### W. SEARS SEAFOODS LTD.

Shag Harbour, NS  
BOW 3B0

Contact: *Gregory Sears, President*

Telephone: 902-723-2034

Fax: 902-723-2919

Products: *Groundfish — Salted/dried, fresh; Lobster — Live, graded by size*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 85%

Number of Employees: 12 – 15

Type of Business: *Processor, Exporter*  
Production Period: *Year round*

### W.C. NICKERSON FISHERIES LIMITED

Crowell's P.O. Box 69  
Shelburne County, NS  
BOW 1S0

Contact: *Robert L. Nickerson, Manager*

William C. Nickerson, President

Telephone: 902-637-2546

Fax: 902-637-1963

Products: *Groundfish — Salted/dried*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 70%

Number of Employees: 10  
Type of Business: *Processor*  
Production Period: *June – December*

### W.H. ATKINSON SEAFOOD LIMITED

P.O. Box 392  
1337 Centreville — South Side Road  
Clark's Harbour, NS  
BOW 1P0

Contact: *Peter Atwood, President*

Telephone: 902-745-2937

Fax: 902-745-1390

Products: *Cod, Hake, Cusk, Pollock — Salted*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 75%

Number of Employees: 30

Type of Business: *Processor, Exporter, Wholesaler/Distributor*

Production Period: *Year round*

Brands: *Islander*

### W.S. FISHERIES

Lower West Pubnico  
Yarmouth Co., NS  
BOW 2C0

Contact: *Kevin d'Entremont*

Telephone: 902-762-3411

Fax: 902-762-2990

Products: *Groundfish — Salted/dried; Herring — Frozen, roe, marinated; Lobster — Live*

### WEEKEND FISHERIES LTD.

P.O. Box 112  
Meteghan, NS  
BOW 2J0

Contact: *René Deveau*

Telephone: 902-645-3375

Fax: 902-645-3242

Products: *Scallops — Fresh meat; Lobster — Live*

Type of Business: *Importer*

Countries of Interest: *United States*

### WEST BAY SEAFOODS LTD.

Clark's Harbour  
Shelburne County, NS  
BOW 1P0

Contact: *Rahn O'Connell, President*

Blanche O'Connell, Secretary



## NOVA SCOTIA

Telephone: 902-745-3159

Fax: 902-745-1753

Products: *Lobster — Live; Cod, Pollock, Haddock — Fresh, smoked, salted/dried; Swordfish, Halibut — Fresh, frozen; Mackerel, Herring — Fresh, frozen, smoked, salted/dried*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 90%

Number of Employees: 4

Type of Business: *Processor, Importer*

Production Period: *Year round*

Brands: *West Bay Seafoods*

Countries of Interest: *Worldwide*

### **WILBUR-ELLIS COMPANY OF CANADA LTD.**

15 Dartmouth Road, Suite 310

Bedford, NS

B4A 3X6

Contact: *T. Casey Lynch, Manager*

Telephone: 902-835-5544

Fax: 902-835-6555

Products: *Groundfish, Pelagics — Frozen; Lobster, Crab — Frozen, canned; Fish meal, Fish oil*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 50%

Type of Business: *Exporter, Trader*

### **WM. R. MURPHY FISHERIES LTD.**

P.O. Box 99

Little River Harbour, NS

B0W 1B0

Contact: *Chris Murphy*

Telephone: 902-663-4301

Fax: 902-663-4776

Products: *Groundfish — Fresh, frozen, salted/dried; Herring — Fresh, frozen, roe, salted; Mackerel — Fresh, frozen, salted, split; Dogfish — Fresh, frozen, fins; Blue Shark — Fresh, frozen, fins; Porbeagle/Mako — Fresh, frozen; Swordfish — Fresh, frozen; Sea Urchin — In shell; Irish Moss, Scallops — Meat; Lobster — Live, graded by size; Rock Crab — Live*

### **WOODS HARBOUR LOBSTER CO. LTD.**

P.O. Box 70

Woods Harbour, NS

B0W 2E0

Contact: *R.A. Malone*

Telephone: 902-723-2195

Fax: 902-723-2616

Products: *Lobster — Live, graded by size*

### **WRIGHT'S LOBSTER COMPANY**

P.O. Box 94

Metegan River, NS

B0W 2L0

Contact: *Frank Bourneuf, Chad Wiesner*

Telephone: 902-852-1190

Fax: 902-832-5064

Products: *Groundfish — Fresh dressed (Cod, Haddock, Pollock, Flounders, Redfish), Salted/dried (Cod, Pollock, Flake, Cusk); Halibut — Fresh dressed; Dogfish — Fresh, frozen, fins; Sea Scallops — Fresh Meat, I.Q.F.; Rock Crab — Live; Lobster — Live, graded by size, fresh*

Annual Sales Range: 5 – 10M

Percentage of Sales Exported: 50%

Number of Employees: 10

Type of Business: *Importer, Seafood Distributor*

Countries of Interest: *Europe, Asia, United States*

**A & A MARINE & DRYDOCK CO. LTD.**

P.O. Box 1236  
Blenheim, ON  
NOP 1A0

Contact: George Anderson, President  
Telephone: 519-676-2030  
Fax: 519-676-4343

Products: Freshwater fish, Yellow Lake Perch, White Perch, Yellow Pickerel/Walleye, White Bass, Whitefish — Fresh, frozen

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 80%  
Number of Employees: 25  
Type of Business: Processor  
Production Period: Year round  
Brands: A & A Marine

**AG-COM TRADING INC.**

190 Thames Road East  
Exeter, ON  
N0M 1S3

Contact: Wes Petch, Vice President  
Bill Strong, President  
Telephone: 519-235-2520

Fax: 519-235-2627

Products: Capelin, Greenland Halibut (Turbot), Mackerel, Smelt, Whelks, Sea Cucumber, Geoduck Clam — Frozen

Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 95%  
Number of Employees: 9  
Type of Business: Trader  
Production Period: Seasonal  
Countries of Interest: Pacific Rim

**ALL SEASONS FISHERIES**

3595 St. Clair Avenue East  
Unit 15  
Scarborough, ON  
MIK 1L8

Contact: Eddie Li, Vice President  
Telephone: 416-265-7900  
Fax: 416-265-1278

Products: Lobster — Live; Salmon — Fresh, smoked; Tuna — Fresh; Groundfish — Fresh, frozen

Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 20%

Number of Employees: 50  
Type of Business: Wholesaler/Distributor  
Production Period: Year round

**ALL TEMP FOODS LTD.**

Wharf Lots 1 & 2.  
P.O. Box 28  
Kingsville, ON  
N9Y 2E8

Contacts: Vito Peralta, President  
Jerry Chapman, Sales Manager  
Telephone: 519-733-9533  
Fax: 519-733-9899

Products: Yellow Perch, Yellow Pickerel/Walleye, Whitefish — Fresh, frozen, portioned, roe, dressed; White Bass, White Perch — Fresh, frozen, portioned, dressed

Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 80%  
Number of Employees: 45  
Type of Business: Processor, Exporter, Wholesaler/Distributor  
Production Period: Year round  
Brands: Etna

**ARMCAN SALES LIMITED**

55 Queen Street East  
Suite 302  
Toronto, ON  
M5C 1R6

Contact: Raffi Baler, Treasurer  
Telephone: 416-362-8008  
Fax: 416-862-7277

Products: Salmon — Smoked  
Production Period: Year round  
Brands: Non-branded, Private label possibilities

**BERG CHILLING SYSTEMS INC.**

51 Nantucket Blvd.  
Scarborough, ON  
M1P 2N5

Contact: W.A.(Al) Hinton,  
Sales and Marketing Manager  
Walter Langille, Technical Sales Representative  
Telephone: 416-755-2221

Fax: 416-755-3874  
Sales Offices: Beijing, China; Chicago, IL  
Products: Ice makers, Chillers, Cooling towers, Food processing equipment  
Annual Sales Range: 10 – 50M  
Percentage of Sales Exported: 50%

Number of Employees: 72  
Type of Business: Exporter

**BOS SMOKED FISH INC.**

1175 Patullo Avenue  
Woodstock, ON  
N4S 7W3

Contact: Rein Bos  
Klaas Bos  
Telephone: 519-537-5000  
Fax: 519-537-5522

Products: Smoked Mackerel Fillets; Smoked Trout Fillets; Whitefish, Chubs, Lake Trout, Ciscoe, Eel, Salmon, Schillerlocken — Smoked  
Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 15%  
Number of Employees: 14  
Type of Business: Processor, Exporter, Importer, Wholesaler/Distributor  
Production Period: Year round  
Brands: BOS SEA

**BRANSON TRADING LIMITED**

74 The Kingsway  
Etobicoke, ON  
M8X 2T5

Contact: Bill Branson  
Dan Branson  
Telephone: 416-237-1454  
Fax: 416-237-1840

Products: Cod, Hake, Pollock — Salted; Mackerel — Frozen, pickled; Alewives — Pickled; Herring — Smoked  
Annual Sales Range: 6 – 7M

Percentage of Sales Exported: 95%  
Number of Employees: 4  
Type of Business: Exporter, Trader, Wholesaler/Distributor

**BRT TRADING LTD.**

R.R. #7  
Peterborough, ON  
K9J 6X8

Contact: Barb Chappell, Manager  
Chuck Jenkins, Bait & Seafood Manager  
Telephone: 705-295-6833

Fax: 705-295-4707  
E-mail: brttrade@cybor.ca  
Products: Groundfish — Frozen, salted/dried, portioned; Herring (Whole round meal) — Fresh, frozen; Mackerel (Whole round) — Frozen;



## ONTARIO

Lobster — Fresh, frozen, canned, portioned, whole-in-shell; Redfish, Bait, Fish Meal

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 75%

Number of Employees: 3

Type of Business: Exporter, Importer, Trader

Production Period: Year round

Countries of Interest: Worldwide

### CANA FOODS INC./MAPLE LEAF FOODS INTERNATIONAL

3080 Yonge Street

Suite 2000

Toronto, ON

M4N 3N1

Contact: R. Thickett, Export Market Manager

Telephone: 416-480-8900

Fax: 416-480-8950

E-mail: [info@mlfi.com](mailto:info@mlfi.com)

Internet: <http://www.mlfi.com>

Sales Offices: In USA: Boston, MA; Seattle, WA

In CANADA: Montreal, QC; Toronto, ON;

Halifax, NS

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

Annual Sales Range: 100M+

Percentage of Sales Exported: 45 – 60%

Number of Employees: 25

Type of Business: Processor, Exporter, Importer, Trader, Wholesaler/Distributor

Production Period: Year round

Brands: Five Oceans, Cana, Maple Leaf

Countries of Interest: Worldwide

### CAPTAIN FATS LTD.

P.O. Box 35, South Dock

Goderich, ON

N7A 3Y5

Contact: Rob Koestler

Ron Moody

Telephone: 519-524-9211

Products: Perch, Whitefish, Whitefish Roe,

Pickeral, Trout — Fresh, frozen

Annual Sales Range: Less than 0.5M

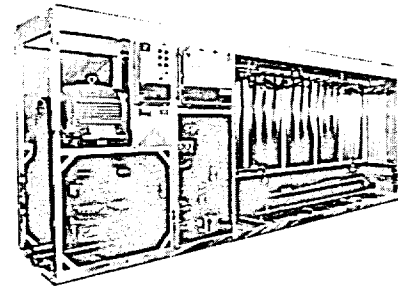
# Profit that won't melt away.

That's right! The Berg shell ice maker will reduce your cost of buying ice; a savings which could rapidly pay for the machine. After that, it's all profit.

Our fully automatic machines range in size from 2 to 50 tons per 24 hours. All of our modules can be dial adjusted to produce ice from 1/8" to 3/4" thick, allowing you to make the ice type which best suits your requirements.

So why buy ice? Put your money back in your own pocket with the Berg shell ice maker.

**Berg...A world leader in ice technology**



**BERG** BERG CHILLING SYSTEMS INC.

51 Nantucket Blvd.,  
Scarborough, Ontario, Canada M1P 2N5  
Phone: (416) 755-2221 Fax: 755-3874

Number of Employees: 8

Type of Business: Processor, Wholesaler

Production Period: March – December

### COLD WATER FISHERIES LTD.

P.O. Box 385

54 Vankoughnet St. E

Little Current, ON

POP 1K0

Contact: Karen Tracey, Vice President

Telephone: 705-368-3755

Fax: 705-368-3809

Products: Rainbow Trout, Arctic Char — Fresh, frozen, dressed, fillet, smoked

Annual Sales Range: 2 – 5M

Percentage of Sales Exported: 10 – 15%

Number of Employees: 25 – 30

Type of Business: Aquaculture, Processor, Wholesaler/Retailer

Production Period: Year round

Brands: Manitoulin Brand

Countries of Interest: Worldwide  
(Price and market driven)

### COUPRIE, FENTON INC.

18 Medulla Avenue

Toronto, ON

M8Z 5L5

Contact: Peter Parkinson

Telephone: 416-231-4622

Fax: 416-231-0475

Products: Salmon, Lobster, Dogfish, Monkfish, Skate, Crab, Eels, Flounder, Squid

Annual Sales Range: 50M

Percentage of Sales Exported: 30%

Number of Employees: 12

Type of Business: Exporter, Trader, Distributor

## ONTARIO

### ERB INTERNATIONAL INC.

290 Hamilton Road  
New Hamburg, ON  
NOB 2G0

Contact: Mr. Vernon Erb, President

Telephone: 519-662-2710

Fax: 519-662-1630

Sales Offices/Agents:

*International Head Office*

290 Hamilton Road  
New Hamburg, ON NOB 2G0

Contact: Bruce Jantzi, Traffic Manager

Greg Roth, Operations Manager  
Wendall Erb, Vice President

John Jutzi, Director, International Sales

Phone: 519-662-2710 Fax: 519-662-1630

*New Hamburg Terminal*

290 Hamilton Road  
New Hamburg, ON NOB 2G0

Contact: Tim Zehr, Terminal Manager

Bob Labelle, Assistant Terminal Manager

Phone: 519-662-2710 Fax: 519-662-3316

*Barrie Terminal*

10 Patterson Road, Unit 2  
Barrie, ON L4N 5P4

Contact: Maurice Bauman, Terminal Manager

Phone: 705-739-7800 Fax: 705-739-7801

*Montreal Terminal*

1590 Hymus Boulevard  
Dorval, QC H9P 1J6

Contact: Ray Charbonneau, Terminal Manager

Phone: 514-421-4212 Fax: 514-421-4187

*North Bay Terminal*

4 Commerce Court  
North Bay, ON P1B 8K4

Contact: Mark Steinman, Terminal Manager

Phone: 705-476-7077

Fax: 705-473-6533

*Ottawa Terminal*

182 Colonnade Road  
Nepean, ON K2E 7J5

Contact: Ray Charbonneau, Terminal Manager

Phone: 613-226-1358 Fax: 613-226-4529

*Sault Ste-Marie Terminal*

285 Wilson Avenue  
Sault Ste-Marie, ON P6B 2K6

Contact: Garry MacDonald,

Assistant Terminal Manager

Phone: 705-942-3682 Fax: 705-942-3044

*Thunder Bay Terminal*

580-8th Avenue  
Thunder Bay, ON  
P7B 6B2

Contact: Gerry Erb, Terminal Manager

*Toronto Terminal*

1889 Britannia Road  
Mississauga, ON L4W 3C3

Contact: Terry Woody, Terminal Manager

Phone: 905-670-8490 Fax: 905-670-8467

*Trenton Terminal*

4 Riverside Drive  
Trenton, ON K8V 5R7

Contact: John Verkuyl

Phone: 613-965-6633 Fax: 613-394-5841

Products: 300 Tractors, 130 Straight Trucks,  
575 Trailers, 35 Owners/Operators

Annual Sales Range: 50M+

Number of Employees: 750

Type of Business: Transportation and distribu-  
tion of temperature - controlled products through-  
out Ontario, Quebec and the United States

### ERIEAU PACKERS LTD.

P.O. Box 10, Mariners Road  
Erieau, ON

N0P 1N0

Contact: Jack Demeurichy, Plant Manager

Telephone: 519-676-3331

Fax: 519-676-6761

Products: Yellow Perch, Bass, Pickerel, White  
Perch — Fresh, frozen; Whitefish — Fresh

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 90%

Number of Employees: 35

Type of Business: Processor

Production Period: February - December

### EXCLUSIVE SMOKED FISH (1996) LTD.

43 Mulock Avenue  
Toronto, ON  
M6N 3C3

Contact: Keith B. Jackson, General Manager

Telephone: 416-766-6007

Fax: 416-766-7313

Products: Salmon — Smoked

Annual Sales Range: 1 - 3M

Number of Employees: 9

Type of Business: Processor, Wholesaler,  
Importer

Brands: Exclusive, Mövenpick

Countries of Interest: Europe, Far East,  
North & South America

### FEATURE FOODS LTD.

15 Meteor Drive  
Toronto, ON  
M9W 1A3

Contact: Lorne Krongold, Vice President  
Wilf Howe, General Manager

Telephone: 416-675-7350

Fax: 416-675-7428

Products: Herring — Marinated, salted

Annual Sales Range: 2.5 - 10M

Percentage of Sales Exported: 20%

Number of Employees: 30

Type of Business: Processor

Production Period: Year round

Brands: Feature, Golden Herring

### GENTRO FOODS INC.

P.O. Box 874  
Kingston, ON  
K7L 4X1

Contact: S. Haliotis, President

Telephone: 613-384-7969/617-734-4534

Fax: 613-384-8494/617-734-4962

E-mail: gfi@riac.net

Products: Canned fish

Annual Sales Range: 4M

Percentage of Sales Exported: 20%

Number of Employees: 3

Type of Business: Exporter, Trader, Importers

Production Period: Year round

Brands: Eden and Private label

Countries of Interest: Far East, North-Central  
South America

### GLOBAL ECONOMICS LIMITED

Suite 307, 63 Sparks Street  
P.O. Box 927, Station B  
Ottawa, ON  
K1P 5S6

Contact: Paul MacNeil, Senior Fisheries  
Consultant

Telephone: 613-230-3239

Fax: 613-230-7576

Services: Economic consulting; government  
policies and programs; trade; and international  
development. Also extensive expertise in fisheries  
resource and management issues

Number of Employees: Five, plus several  
associates with extensive career experience in  
the fisheries sector



**Type of Business:** Consulting to governments, private sector, industry and trade associations; also to overseas clients, including international development agencies and foreign countries

**Countries of Interest:** Asian countries, Central America, Caribbean, South America, Europe

**HENRY H. MISNER LTD.**

Harbour Street  
Port Dover, ON  
N0A 1N0

Contact: Donald Misner, General Manager

Telephone: 519-583-1811

Fax: 519-583-1529

Products: Yellow Perch, Yellow Pickerel, White Perch — Fresh, frozen, breaded/prepared, filleted; Lake Smelt — Fresh, frozen, breaded/prepared, dressed; White Bass — Fresh, frozen, dressed, filleted

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 80%

Number of Employees: 25

Type of Business: Processor

Production Period: Year round

Brands: Long Point, Sea-Fare

**INLAND SEA PRODUCTS LTD.**

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

Contacts: William Jackson, Owner  
Margo MacDonald, Sales

Telephone: 519-797-5422

Fax: 519-797-2132

Products: Whitefish — Fresh, frozen, dressed; Chub — Fresh, dressed; Yellow Perch

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 95%

Number of Employees: 16 – 18

Type of Business: Exporter,  
Wholesaler/Distributor

Production Period: August – July

**JAKO FISH INC.**

250 Summerlea Road  
Brampton, ON  
L6T 3V6

Contact: Phil Krant, President

Telephone: 905-791-7227

Fax: 905-791-7740

Products: Sole, Flounder — Frozen;

Herring — Pickled, canned; Mussels — Canned

Annual Sales Range: 10 – 20M

Percentage of Sales Exported: 5%

Number of Employees: 10

Type of Business: Wholesaler/Distributor

Production Period: Year round

Brands: Jako

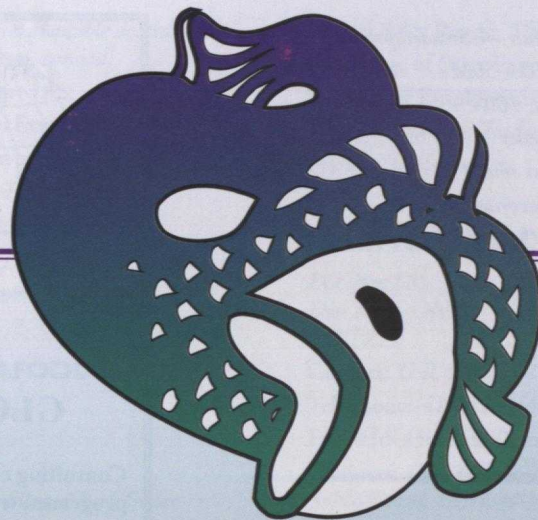
**JANES FAMILY FOODS LTD.**

2160 Highway #7  
Concord, ON  
L4K 1W6

Contact: David Mooers, Director of  
Marketing & Sales

Telephone: 905-669-1648, ext. 230

Fax: 905-669-6027



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1770 Woodward Drive, Suite 212, Ottawa, Ontario,  
Canada K2C 0P8. Tel: (613) 228-9220 Fax: (613) 228-9223  
E-Mail: [jbarnett@seafood.ca](mailto:jbarnett@seafood.ca). URL: [www.seafood.ca](http://www.seafood.ca).



## ONTARIO

Products: *Fish & Shellfish — Breaded/prepared*  
Annual Sales Range: *10 – 50M*  
Number of Employees: *100+*  
Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Janes Family Favorites, Crisp & Delicious, J & J Gourmet, Golden Gate*

### JER-MAR FOODS

P.O. Box 1114  
Windsor, ON  
N9A 6P8

Contacts: *Mark Goldbar, President*  
*Jerry Goldbar, Secretary/Treasurer*  
Telephone: *519-256-3474*  
Fax: *519-258-4455*

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

Annual Sales Range: *10 – 50M*  
Percentage of Sales Exported: *50%*  
Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Jer-Mar*

### JOST KAUFMANN IMPORT EXPORT CO. LTD.

47 Capital Drive  
Nepean, ON  
K2G 0E7

Contact: *Jost Kaufmann, President*  
Telephone: *613-226-3887*  
Fax: *613-226-3907*

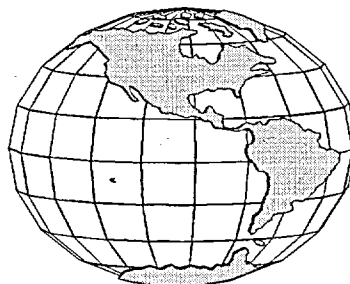
Products: *Yellow Lake Perch (fillets),*  
*Pickerel — Fresh, frozen, portioned, dressed,*  
*specialty packed; Shrimp — Frozen, portioned;*  
*Salmon, Halibut — Frozen; Lobster, Crab*

Annual Sales Range: *2.5 – 10M*  
Percentage of Sales Exported: *55%*  
Number of Employees: *6*  
Type of Business: *Exporter,*  
*Wholesaler/Distributor*  
Countries of Interest: *Worldwide*

### KINGSVILLE FISHERMEN'S COMPANY LTD.

P.O. Box 37  
Kingsville, ON  
N9Y 2E8

Contact: *John Murray, Export Manager*  
*Carl Fraser, President*



### GLOBAL ECONOMICS LTD.

Consulting re: economic analysis; government policies and programs; trade; and, international development.

Also extensive expertise in fisheries resources, management and marketing issues.

Contact:  
Paul MacNeil (Tel. 613-230-3239)  
David Husband (Tel. 613-230-7136)  
Fax. 613-230-7576

Address:  
Suite 307, 63 Sparks Street  
P.O. Box 927, Station B  
Ottawa, Ontario  
K1P 5S6

Telephone: *519-733-6534*

Fax: *519-733-6959*

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

Annual Sales Range: *2.5 – 10M*  
Percentage of Sales Exported: *90%*  
Number of Employees: *50*  
Type of Business: *Processor, Exporter*  
Production Period: *March – December*

### LEF MCLEAN BROTHERS INTERNATIONAL INC.

20 Erie Street South  
P.O. Box 128  
Wheatley, ON  
N0P 2P0

Contact: *Danny Ricci, VP Marketing & Sales*  
Telephone: *519-825-4656*

Fax: *519-825-7321*

Products: *Yellow Perch — Fresh, frozen,*  
*breaded/prepared, specialty pack; Pickerel*  
*(Walleye), Silver Bass, White Perch — Fresh,*  
*frozen, breaded/prepared, portioned, dressed,*  
*specialty pack; Whitefish, Smelt*

Annual Sales Range: *35 – 50M*  
Percentage of Sales Exported: *90%*  
Number of Employees: *175*  
Type of Business: *Processor, Exporter, Importer,*  
*Wholesaler/Distributor*  
Production Period: *Year round*  
Brands: *Mac.Pac, European Classic, LEF*

### LOUGHEED FISHERIES LTD.

539 – 2nd Avenue East  
Owen Sound, ON  
N4K 2G5

Contact: *Warren C. Loughheed, President*  
Telephone: *519-376-1586*



## ONTARIO

Fax: 519-376-1589

Products: *Chub, Whitefish —  
Fresh, frozen, dressed*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 95%

Number of Employees: 8

Type of Business: *Processor, Exporter*

Production Period: *April – November*

Countries of Interest: *United States*

Products: *Fish species available according to  
season — Fresh, frozen, canned*

Annual Sales Range: 1M

Percentage of Sales Exported: 100%

Number of Employees: 5

Type of Business: *Trader, Exporter*

Production Period: *Year round*

Brands: *Metro*

Countries of Interest: *Worldwide*

Annual Sales Range: 50M+

Percentage of Sales Exported: 20%

Number of Employees: 50

Type of Business: *Trader, Importer*

Brands: *Triple Crown*

### METRO INTERNATIONAL TRADING COMPANY

P.O. Box 71

1395 Lawrence Avenue West

Toronto, ON

M6L 1A7

Contact: *Moe Irshad, Director —  
International Operation*

Telephone: 416-652-1117

Fax: 416-656-4910

### MIDLAND SEAFOODS INC.

138 St. Helen Avenue

Toronto, ON

M6H 4A1

Contact: *Nuno da Silva, Chief Trader*

Telephone: 416-536-5050

Fax: 416-536-7808

Products: *Shrimp, Lobster, Scallops,  
Fish — Frozen*

### MULTI-NATIONAL SALES LTD.

P.O. Box 585

Don Mills, ON

M3C 2T6

Contact: *G.R. Homan, G.F. Pogue*

Telephone: 416-429-4422

Fax: 416-438-8658

Products: *Cod, Pollock, Hake, Cusk —  
Salted/Dried; Herring — Smoked*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 100%

Number of Employees: 3

Type of Business: *Exporter*

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KETCHUM MANUFACTURING INC.  
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**CAVIAR**  
*is what we are!*

**Processors of shelf stable and frozen whitefish caviar**

For retail or food service markets

Phone **(519)733-8025**  
 Fax **(519)733-9817**

94 QUEEN STREET, KINGSVILLE, ONTARIO, CANADA N9Y 2A2

**Oriac Incorporated**  
 205-2700 Broening Highway  
 Baltimore, Maryland  
 U.S.A. 21222  
 Phone: (410)-284-1899 Fax: (410) 284-2321  
 Products: Fish Meal; Dried Cod Heads  
 Annual Sales Range: 50M+  
 Percentage of Sales Exported: 100%  
 Number of Employees: 200  
 Type of Business: Exporter

**PELEE TREASURES**

94 Queen Street  
 Kingsville, ON  
 N9Y 2A2  
 Contact: Cathie Penner  
 Guy Wakeford  
 Telephone: 519-733-8025  
 Fax: 519-733-9817  
 Products: Whitefish Caviar (Shelf-stable in 3 colours — red, black & gold in 50g and 100g jars)  
 Annual Sales Range: Less than 1M  
 Percentage of Sales Exported: 80%  
 Number of Employees: 6  
 Type of Business: Processor, Exporter, Wholesaler  
 Production Period: September – December  
 Brands: Pelee Gold, Pelee Diamonds, Pelee  
 Countries of Interest: Japan, Europe, South America

**OCEAN FOOD CO. LTD.**

385 Comstock Road  
 Scarborough, ON  
 M1L 2H3  
 Contact: Joe F. Nishikaze, President  
 Telephone: 416-285-6487  
 Fax: 416-285-4012  
 Products: Fish Cake(Kamaboko) — Fresh, frozen; Fish Weiners — Fresh, frozen  
 Annual Sales Range: 0.5 – 2.5M  
 Number of Employees: 7  
 Type of Business: Processor  
 Production Period: Year round  
 Brands: Ocean-Deli  
 Countries of Interest: United States

Annual Sales Range: 100M+  
 Percentage of Sales Exported: 40%  
 Number of Employees: 500  
 Type of Business: Processor, Exporter  
 Production Period: Year round  
 Brands: Omstead  
 Countries of Interest: Europe, Asia

**Oriac Incorporated**

c/o 41 Mutual Street  
 Toronto, ON  
 M5B 2A7  
 Contact: Wayne Bacon, V.P. — Export  
 Telephone: 416-365-7177  
 Fax: 416-365-0925  
 Sales Offices/Agents:  
**Oriac International**  
 40, Road 254  
 8th Floor Shell Bldg  
 Maadi, Digla  
 Cairo, Egypt  
 Phone: (203) 352-3529 Fax: (203) 352-2650  
**Oriac International**  
 1371 Sokak 2/107 Kasman Ismerkezi  
 35210 Izmir  
 Turkey  
 Phone: (51) 835809 Fax: (51) 835892

**OMSTEAD FOODS LTD.**

1 Erie Street South  
 Wheatley, ON  
 N0P 2P0  
 Contact: N. Plumb, Export Sales Manager  
 Telephone: 519-322-5202  
 Fax: 519-825-3823  
 Products: Lakefish; Cisco — IQF frozen, breaded/prepared, portioned, dressed, troll-caught; Smelt, Walleye, Yellow Perch, White Perch, Bass, Whitefish — Fresh, frozen, coated

**PRESTEVE FOODS LIMITED**

P.O. Box 902, Erie Street South  
 Wheatley, ON  
 N0P 2P0  
 Contact: Ulysses Pratas, Vice President  
 Telephone: 519-825-4677  
 Fax: 519-825-4811  
 E-mail: presteve@compuserve.com  
 Internet: <http://ourworld.compuserve.com/homepages/presteve>  
 Products: Lake Whitefish, Lake Trout, Yellow Pickerel, Yellow Lake Perch, White Lake Perch, Sauger, Lake Smelt, White Bass, Lake Herring, Chubs, Mullet, Crappie, Sunfish, Tullibee, Carp, Northern Pike, Catfish, Bullhead, Sturgeon, Freshwater Drum — Fresh, frozen, smoked; Lake Herring, Whitefish — Caviar  
 Annual Sales Range: 10 – 15M  
 Percentage of Sales Exported: 80%  
 Number of Employees: 150



## ONTARIO

Type of Business: *Processor, Wholesaler/distributor, Exporter, Importer*  
Production Period: *Year round*  
Brands: *Presteve, Sofish*  
Countries of Interest: *European Union, Japan*

### PURVIS BROS. LIMITED

1 Water Street  
Silverwater, ON  
POP 1Y0  
Contact: *George Purvis, President*  
Telephone: *705-283-3131*  
Fax: *705-283-3131*  
Products: *Whitefish — Fresh, frozen, smoked, roe; Chub, Chub Roe, Trout — Fresh, frozen, smoked; Catfish — Fresh, live*  
Annual Sales Range: *0.5 – 2.5M*  
Percentage of Sales Exported: *80%*  
Number of Employees: *18*  
Type of Business: *Processor, Exporter*  
Production Period: *March 15 – December 31*  
Brands: *Island Brand*  
Countries of Interest: *United States, Finland*

### SEACORE SEAFOOD INC.

81 Aviva Park Drive  
Woodbridge, ON  
L4L 9C1  
Contact: *Gerry Battaglia, Joe Nestico*  
Telephone: *905-856-6222*  
Fax: *905-856-9445*  
Products: *Full line of fresh and frozen seafood*  
Annual Sales Range: *15 – 20M*  
Percentage of Sales Exported: *50%*  
Number of Employees: *25*  
Type of Business: *Exporter, Importer, Distributor*  
Countries of Interest: *Worldwide*

### SEAWELL CANADA LTD.

37 Nevada Avenue  
Willowdale, ON  
M2M 3N9  
Contacts: *Richard C. Teng, Director*  
*George Shankman, Director*  
Telephone: *416-221-1333*  
Fax: *416-250-1813*  
Sales Offices/Agents: *Tokyo, Japan; Hong Kong*  
Products: *Sea Cucumber, Geoduck Clams, Crab, Salmon — Fresh, frozen; Lobster*

Annual Sales Range: *7 – 10M*  
Percentage of Sales Exported: *90%*  
Number of Employees: *7*  
Type of Business: *Processor, Exporter, Importer*  
Production Period: *Year round*  
Brands: *Sea Horse*  
Countries of Interest: *Far East, Southeast Asia*

### SMOKED FISH FACTORY

501 Garynay Drive  
Weston, ON  
M9L 1P9  
Contact: *Ron Daiter, Director*  
*Stephen Daiter*  
Telephone: *416-745-4323*  
Fax: *416-745-5297*  
Products: *Sockeye Salmon — Frozen, smoked, specialty pack; Coho Salmon — Frozen, smoked, specialty pack, troll-caught*  
Annual Sales Range: *0.5 – 2.5M*  
Percentage of Sales Exported: *5%*  
Number of Employees: *15*  
Type of Business: *Processor, Exporter*  
Production Period: *Year round*  
Brands: *Epic-Cure*

### STOLT SEA FARM INC.

4100 Yonge Street, Suite 513  
Willowdale, ON  
M2P 2B5  
Contact: *John Taylor, President*  
*Roger Banting, Marketing Manager*  
Telephone: *416-221-0404*  
Fax: *416-221-4010*  
Products: *Atlantic Salmon — Fresh, value added; Sturgeon, Caviar*  
Annual Sales Range: *100M*  
Percentage of Sales Exported: *85%*  
Number of Employees: *300+*  
Type of Business: *Aquaculture*  
Production Period: *Year round*  
Brands: *Sterling*  
Countries of Interest: *United States, Far East*

### STUART & BEATTY AGRI-PRODUCTS INC.

Suite 17,  
275 King Street East  
Toronto, ON  
M5A 1K2  
Contact: *Wayne Bacon, President*  
Telephone: *416-365-7177*  
Fax: *416-365-0925*  
Sales Offices/Agents: *Dogan & Dogan — Izmir, Turkey Oriac International — Cairo, Egypt*  
Products: *Fish Meal — Steam dried, flame dried*  
Annual Sales Range: *10M+*  
Percentage of Sales Exported: *100%*  
Number of Employees: *5*  
Type of Business: *Exporter, Trader*  
Countries of Interest: *Morocco, Tunisia, Algeria, Egypt, Turkey, Syria, Jordan, Yemen, Saudi Arabia, Sudan, all of West Africa*

### SUMMERSWEET FINE FOODS

30 Sims Crescent  
Richmond Hill, ON  
L4B 1K9  
Contact: *Steven Muchnik, General Manager*  
Telephone: *905-889-1190*  
Fax: *905-889-5607*  
Products: *Seafoods — Mousse, paté, smoked, processed*  
Percentage of Sales Exported: *10 – 15%*  
Type of Business: *Manufacturer*  
Brands: *Summersweet Patés*  
Countries of Interest: *United States*

### TOPPITS FOODS LTD.

Suite 201 – 3 Director Court  
Woodbridge, ON  
L4L 4S6  
Contact: *Heather Gremont, President*  
*Brandon Gremont, Executive Officer*  
Telephone: *905-850-8900*  
Fax: *905-850-8910*  
Products: *All products and species dependent upon availability*  
Annual Sales Range: *10 – 50M*  
Percentage of Sales Exported: *5%*  
Number of Employees: *12*  
Type of Business: *Importer/Exporter*  
Brands: *Toppits Brand*

Countries of Interest: *Norway, New Zealand, United States, Scotland, South Africa, China, Taiwan*

**WINDSOR SEAFOOD LTD.**

*1019 Elliot Street  
Windsor, ON  
N9A 5Z8*

Contact: *Arnold Goldman, President*

Telephone: *519-253-2411*

Fax: *519-253-1511*

Products: *Freshwater Species (according to availability) — Fresh, frozen, portioned; Saltwater Species (according to availability) — Fresh, frozen, portioned*

Annual Sales Range: *1.0 – 2.5M*

Percentage of Sales Exported: *25%*

Number of Employees: *5*

Type of Business: *Trader, Wholesaler/Distributor*

Countries of Interest: *United States*

**YORK FISH COMPANY LTD.**

*795 Alness Street  
North York, ON  
M3J 2H8*

Contact: *Richard Kushnir, President*

Telephone: *416-661-1895*

Fax: *416-661-7761*

Products: *Full line of fresh and frozen fish and seafood*

Annual Sales Range: *2.5 – 10M*

Number of Employees: *12*

Type of Business: *Processor, Wholesaler/Distributor, Importer*

Production Period: *Year round*



**ABEGWEIT SEAFOODS INC.**

P.O. Box 3262  
Charlottetown, PE  
C1A 8W5

Contact: Garth Jenkins, President  
Jane Elizabeth Jenkins, Vice President

Telephone: 902-892-5515

Fax: 902-569-3688

Products: Snow Crab — Frozen, specialty pack, gift pack, whole-in-shell; Lobster — Fresh, frozen, live, canned; Scallops — Fresh, frozen; Mackerel — Fresh, frozen; Herring — Fresh, frozen, roe; Silversides — Frozen; Mussels — Breaded, frozen; Rock Crab — Frozen, sections, whole meat; Frozen Salmon — Headed & gutted, fillets, portions, steaks, minced; Smoked Salmon — Whole, sides, fillets, sliced

Annual Sales Range: 10 – 20M

Percentage of Sales Exported: 90%

Number of Employees: 180

Type of Business: Processor, Exporter

Production Period: April – December

Brands: Abegweit, A.S.I., Pioneer, Mermaid, Star

Countries of Interest: Japan, United Kingdom, Germany, Norway, Belgium, France, United States, Chile, Sweden

**ACADIAN FISHERMEN'S CO-OP**

Abram's Village, RR #3  
Wellington, PE  
COB 2E0

Contact: Sam Hannam

Telephone: 902-854-2675

Fax: 902-854-2140

E-mail: [acadian.coop@pei.sympatico.ca](mailto:acadian.coop@pei.sympatico.ca)

Products: Rock Crab — Minced; Flounder — Frozen; Herring — Frozen; Lobster — Fresh (live, cooked), frozen in brine, baby boils, raw tails, cold/hot pack, minced, paste; Mackerel — Frozen; Scallops — Fresh & frozen meats; Bar Clams — Canned

Annual Sales Range: 8 – 10M

Percentage of Sales Exported: 80%

Number of Employees: 150+

Production Period: May to December

Brands: Acadian Supreme

Countries of Interest: Japan, Europe, United States, China



**Abegweit Seafoods Inc.**  
P.O. Box 3262  
Charlottetown, P.E.I.  
Canada C1A 8W5  
Tel. 902-892-5515  
Fax 902-569-3688

**ATLANTIC AQUA FARMS LTD.**

Orwell Cove  
Vernon River Post Office, PE  
COA 2E0

Contact: Brian Fortune, Manager

Telephone: 902-651-2563

Fax: 902-651-2513

Products: Mussels (rope cultivated), Clams (hard shell), Clams (soft shell), Oysters — Live, whole-in-shell

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 50%

Number of Employees: 33

Type of Business: Processor, Aquaculture, Exporter

Production Period: Year round

Brands: Canadian Cove

**ATLANTIC FISH SPECIALTIES LTD.**

17 Walker Drive  
Charlottetown, PE  
C1A 8S5

Contacts: James M. Dunphy

Telephone: 902-894-7005

Fax: 902-566-3546

Products: Smoked Seafood including — Salmon, Trout, Mackerel, Herring

Annual Sales Range: 5M

Percentage of Sales Exported: 40%

Number of Employees: 35

Type of Business: Smoked fish processor

Production Period: Year round

Brands: A.F.S., Royal Oak

Countries of Interest: Worldwide

**ATLANTIC MUSSEL GROWERS CORP. LTD.**

P.O. Box 70  
Murray River, PE  
COA 1W0

Contact: Len Knox, General Manager

Telephone: 902-962-3089

Fax: 902-962-3741

Products: Mussels — Live

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 30%

Number of Employees: 22

Type of Business: Processor

Production Period: Year round

Brands: "Island Blue" Rope Cultured Mussels

**BABINEAU FISHERIES LTD.**

P.O. Box 87  
Morell, PE  
COA 1S0

Contact: Edouard Babineau, President

Telephone: 902-961-2705

Fax: 902-961-2925

Products: Lobster — Fresh, frozen, live, canned; Groundfish — Fresh, frozen; Mackerel — Fresh, frozen, canned; Herring — Frozen, roe

Annual Sales Range: 10M

Percentage of Sales Exported: 88%

Number of Employees: 300

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: Spring & Fall

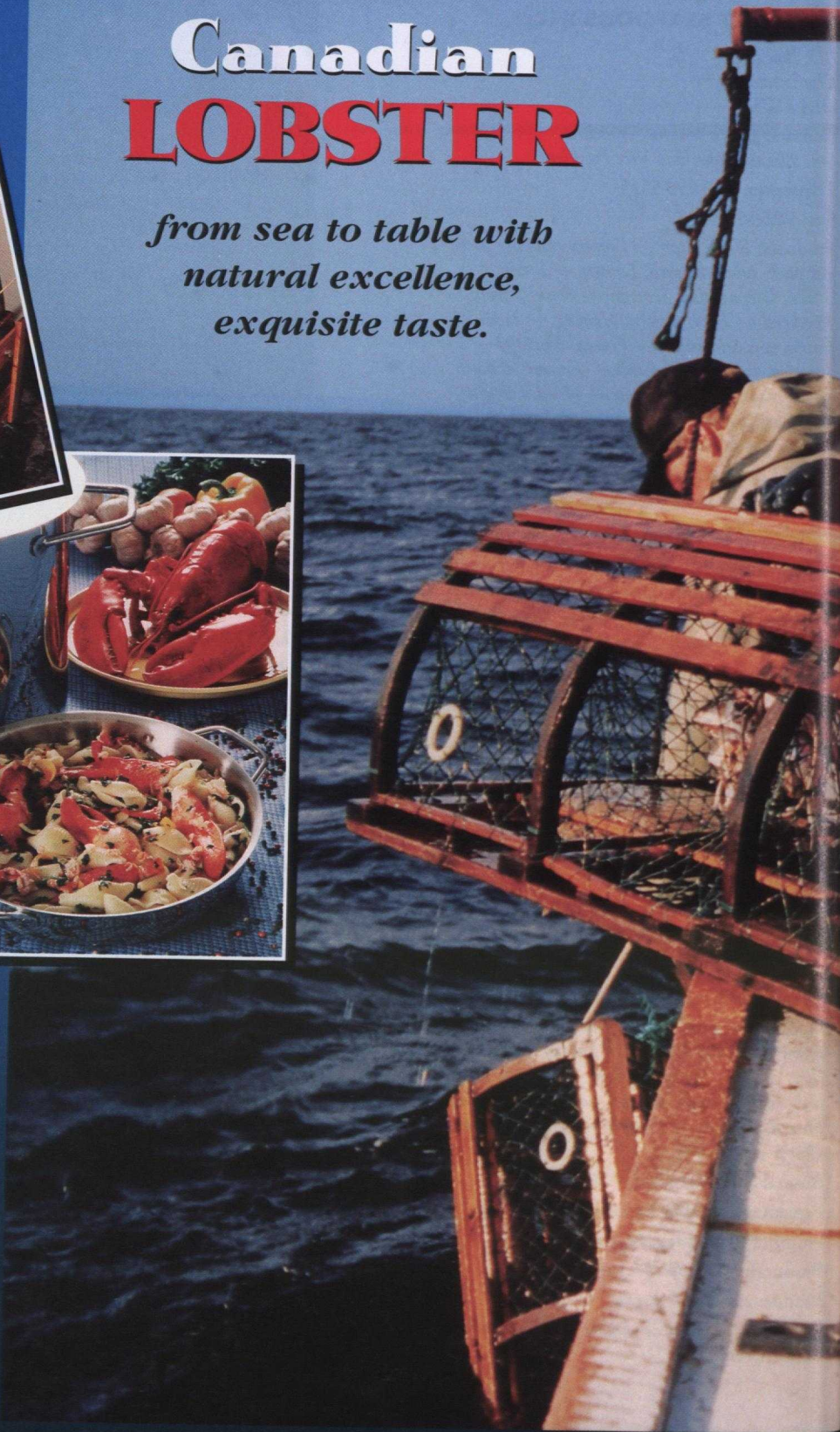
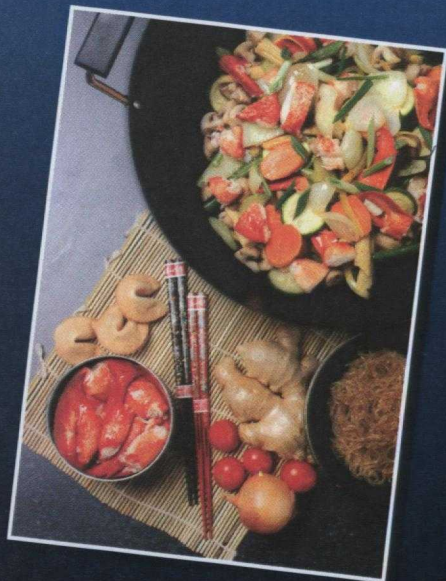
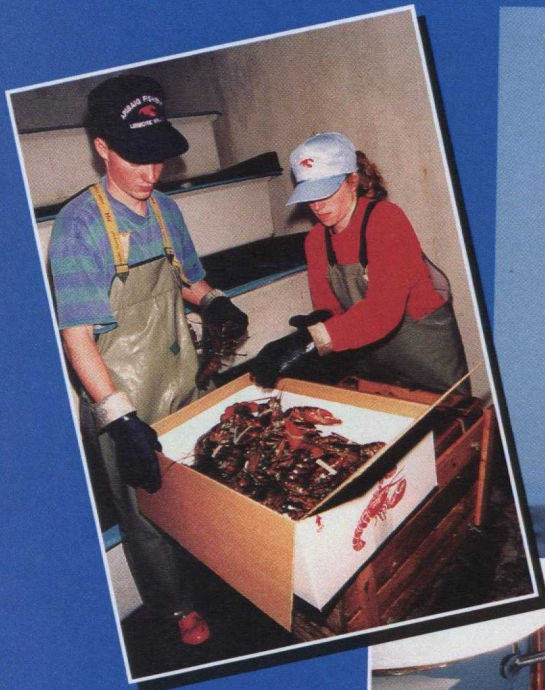
Brands: Babineau's, Northumberland

Countries of Interest: Worldwide

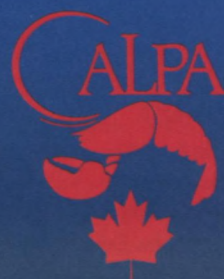


# Canadian **LOBSTER**

*from sea to table with  
natural excellence,  
exquisite taste.*







For your free Canadian  
Lobster Kit (including  
Buyer and User Guides)  
send your name, address  
(including country),  
phone/fax, and type of  
business to:

CALPA  
Beach Point,  
Prince Edward Island,  
Canada C0A 1V0  
Ph: 902 962-3069  
Fax: 902 962-4207

## PRINCE EDWARD ISLAND

### BEACH POINT FISHERMANS CO-OP ASSOCIATION LTD.

R.R. #1, Murray Harbour  
Beach Point, PE  
COA 1V0

Contact: Harold Clements, President  
Kent Bushey, General Manager  
Telephone: 902-962-2757  
Fax: 902-962-3759

Products: Lobster — Live, canned, cold pack,  
hot pack, frozen in brine; Cod, Hake — Salted;  
Quahogs (Littleneck Clam) — Live; Herring —  
Fresh, frozen, roe; Mackerel, Scallops — Fresh,  
frozen; Bar Clams — Live, canned  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 95%  
Number of Employees: 80  
Type of Business: Processor  
Production Period: April – November  
Brands: Beach Point  
Countries of Interest: Mexico, Japan

### BELLE RIVER ENTERPRISES LTD.

Belle River, PE  
COA 1B0

Contact: Dean Hancock, Plant Manager  
Telephone: 902-962-2248  
Fax: 902-962-4276

Products: Rock Crab — Frozen meat, minced  
frozen meat, salad meat  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 80%  
Number of Employees: 50  
Type of Business: Processor  
Production Period: May – October  
Brands: Belle River Brand

### BURLEIGH BROS. SEAFOODS

P.O. Box 11  
Ellerslie, PE  
COB 1J0

Contact: Rogers Burleigh, Owner  
Thomas Bradshaw  
Telephone: 902-831-2349  
Fax: 902-831-3072

Products: Wild and Cultivated Mussels; Oysters,  
Clams — Fresh, live  
Annual Sales Range: 3M+  
Percentage of Sales Exported: 60%  
Number of Employees: 17  
Type of Business: Processor, Exporter

Production Period: Year round  
Brands: Malpeque, Green Gables  
Countries of Interest: United States, Europe

### CANADIAN SMOKED FISH (1994) INC.

R.R. #10  
Charlottetown, PE  
C1E 1Z4

Contact: K. Dormaar, President  
Telephone: 902-964-3001/3017  
Fax: 902-964-3058

E-mail: [smokedsalmon@isn.net](mailto:smokedsalmon@isn.net)  
Products: Smoked Fish Products — Atlantic  
Salmon, Caviar, Eels, Mackerel, Trout, Mussels  
Annual Sales Range: 0.5M  
Percentage of Sales Exported: 40%  
Number of Employees: 3 – 5  
Type of Business: Processor, Exporter  
Production Period: Year round  
Brands: Medallion, Kim Dormaar & Sons  
Countries of Interest: United States, Japan,  
Caribbean

### CARRS LOBSTER POUND LTD.

R.R. #1, Breadalbane  
Stanley Bridge, PE  
COA 1E0

Contact: Robert Carr, Owner  
Telephone: 902-886-2716/2223  
Fax: 902-886-2716

Products: "Malpeque" Oysters, Quahogs  
(Littleneck Clam), Softshell  
Clams — Live, whole-in-shell; Lobster — Live  
Annual Sales Range: 0.5 – 2.5M  
Percentage of Sales Exported: 30%  
Number of Employees: 6  
Type of Business: Exporter,  
Wholesaler/Distributor  
Production Period: May – December  
Brands: Malpeque Oysters  
Countries of Interest: United States

### DOVER FISH HATCHERY LTD.

R.R. #2  
Murray River, PE  
COA 1W0

Contact: Leon Moyaert, Owner/Manager  
Ken Moyaert, Owner  
Telephone: 902-962-3446

Fax: 902-962-3446

Products: Rainbow Trout, Arctic Char — Fresh  
Annual Sales Range: Less than 0.5M  
Percentage of Sales Exported: 20%  
Number of Employees: 5  
Type of Business: Aquaculture  
Production Period: Year round

### FISHERMAN'S PRIDE INC.

Ellerslie, PE  
COB 1J0

Contact: Wayne Van Duinkerken  
Telephone: 902-831-3023  
Products: Herring, Mackerel — Fresh, frozen,  
canned; Oysters, Flounder, Pollock — Fresh,  
frozen  
Annual Sales Range: 1 – 5M  
Percentage of Sales Exported: 90%  
Number of Employees: 15  
Type of Business: Processor, Exporter  
Production Period: Fresh – May to December;  
Canned or Frozen — Year round  
Brands: Malpeque Gold, Fisherman's Pride  
Countries of Interest: Worldwide

### HOWARD'S COVE SEAFOODS LTD.

Cape Wolfe, RR #1  
Bloomfield, PE  
COB 1E0

Contact: Dewis Cooke, Randy Cooke  
Telephone: 902-859-2332 or 902-831-2158  
Fax: 902-859-3632  
Products: Bar Clams — Fresh; Soft-Shell Clams  
— Fresh; Oysters — Choice, standard,  
commercial; Quahogs — Little Necks,  
Regular Necks, Top Necks, Cherrystones;  
Cod — Fresh; Snow Crab — Fresh (live/cooked),  
baby boils, frozen in brine; Mackerel — Fresh;  
Scallops — Fresh & frozen meats; Smelts —  
Fresh, frozen

### KEEPING & MACKAY LTD.

Beach Point, PE  
COA 1V0

Contact: Milton MacKay, President  
Louis MacKay, Vice-President  
Donald Goudey, Sales Representative  
Telephone: 902-962-3303  
Fax: 902-962-3148  
Products: Lobster — Live; Lobster (frozen) —



## PRINCE EDWARD ISLAND

*Canned, whole-in-shell; Lobster (Hotpack) — Canned; Scallops — Frozen; Herring — Roe, fillets; Sole, Cod, Flounder — Cello pack, shatter pack, vacuum pack; Clams — Canned*  
Annual Sales Range: 5 – 10M  
Percentage of Sales Exported: 90%  
Number of Employees: 150 (Seasonal)  
Type of Business: Processor, Exporter  
Production Period: April – November  
Brands: Keeping & MacKay, Southside, Eastern Kings, Seabreeze  
Countries of Interest: Holland, Norway, Denmark, France, Belgium, Germany, Japan

### KENNIE MACWILLIAMS SEAFOODS

197 Mason Road  
Bumbury, PE  
C1A 7J4

Contact: *Kennie MacWilliams*

Telephone: 902-676-2226

Fax: 902-676-2226

Products: *Soft Shell Clams — Fresh; "Steamers" Oysters — Choice, standard, commercial; Quahogs — Little Necks, Top Necks, Cherrystones, Chowders*

Annual Sales Range: 1.5M

Number of Employees: 1 – 10

Production Period: *May 1 – Jan 31*

Brands: *Malpeque Brand Oysters*

Countries of Interest: *United States*

### L & C FISHERIES

R.R. #2

French River,  
Kensington, PE  
COB 1M0

Contact: *Calvin Jollimore, Owner*

Telephone: 902-886-2770

Fax: 902-886-3003

Products: *Cultured Mussels — Live; Lobster — Live; Malpeque oysters, Smelts — Fresh*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 50%

Number of Employees: 10

Type of Business: *Processor, Exporter, Aquaculture*

Production Period: *Year round, (Lobster May – June)*

Brands: *Green Gables Mussels, Burleigh Bros. Malpeque Oysters*

### MARINER SEAFOODS INC.

P.O. Box 610

Montague, PE

COA 1R0

Contact: *Mark Bonnell, Manager*

Telephone: 902-838-2481

Fax: 902-838-3735

Products: *Lobster — Fresh, frozen, live, canned, whole-in-shell; Herring — Roe; Sole — Fresh, frozen, portioned; Scallops — Fresh, frozen; Rock Crab — Frozen; Snow Crab*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 80%

Number of Employees: 150

Type of Business: *Processor*

Production Period: *May – November*

Brands: *Atlantic Sea, Mariner*

### MARITIME MARKETING SERVICES INC.

62 St. Peter's Road

Charlottetown, PE

C1A 5N8

Contact: *Roland McInnis, President*

Telephone: 902-628-6674

Fax: 902-566-5065

Products: *Lobster — Frozen, frozen meat, cooked meat, frozen in brine, frozen tails; Scallops, Groundfish — Frozen; Herring — Frozen, roe; Redfish/Ocean Perch — Frozen, fillets, headed & gutted; Cod — Frozen filets; Sole — Frozen fillets; Mackerel — Frozen*

Type of Business: *Exporter*

### MEADOWBANK FINE FOODS LTD.

P.O. Box 29

Crapaud, PE

COA 1J0

Contact: *Bruce Lewis*

Telephone: 902-675-3030

Fax: 902-675-3030

Products: *Saltfish Cakes, Salmon Croquettes*

Annual Sales Range: 0.5M

Number of Employees: 10

Type of Business: *Processor*

Countries of Interest: *United States*

### MORNING STAR FISHERIES LTD.

P.O. Box 36

Crapaud, PE

COA 1J0

Contact: *John P. Coulton, President*

Telephone: 902-658-2361

Fax: 902-658-2361

Products: *Lobster — Live; Scallop Meat*

Annual Sales Range: 1.5 – 3M

Percentage of Sales Exported: 55%

Number of Employees: 4

Type of Business: *Exporter, Wholesaler/Distributor*

Production Period: *March – January*

Brands: *Morning Star*

Countries of Interest: *Worldwide*

### NORTH LAKE FISH CO-OP LIMITED

R.R. #1

Elmira, PE

COA 1K0

Contact: *Mickey Rose, General Manager*

Telephone: 902-357-2572

Fax: 902-357-2386

Sales Offices/Agents: *Trico Marketing Services*

Products: *Lobster — Fresh, frozen, frozen meat, frozen tails, frozen in brine, bodies; Herring — Frozen, roe; Mackerel — Fresh, frozen, fillets, headed & gutted; Cod — Fresh; Hake — Fresh, salted/dried; Skate — Wings; Crab — Minced, combo, salad; Dogfish*

Annual Sales Range: 2.5 – 10M

Number of Employees: 100 (seasonal)

Type of Business: *Processor*

Brands: *UMF, E.P. Melanson*

Countries of Interest: *United States, France, Germany*

### P.E.I. MUSSEL FARMS INC.

P.O. Box 39

Morell, PE

COA 1S0

Contact: *Russell Dockendorff, President*

Telephone: 902-961-3300/2617

Fax: 902-961-3366

Products: *Fresh Cultivated Mussels, Malpeque Oysters*

Annual Sales Range: 3.5 – 4.5M

Percentage of Sales Exported: 20%

Number of Employees: 40



## PRINCE EDWARD ISLAND

Type of Business: *Processor*  
Production Period: *Year round*  
Brands: *Island Blue*

### **POLAR FISHERIES LTD.**

P.O. Box 1417  
Summerside, PE  
C1N 4K2

Contact: *Jack Quinn, Owner/Manager*

Telephone: *902-436-9173*

Fax: *902-436-9174*

E-mail: *polar@peinet.pe.ca*

Products: *Lobster — Fresh, frozen, canned, whole-in-shell; Eels — Frozen; Smelts — Fresh, frozen, dressed; Herring — Frozen, roe; Rock Crab — Combo, salad, minced*

Annual Sales Range: *2.5 – 10M*

Percentage of Sales Exported: *90%*

Number of Employees: *75*

Type of Business: *Processor*  
Production Period: *May – March*  
Brands: *Polar*

### **PRINCE EDWARD AQUA FARMS LTD.**

P.O. Box 136  
Kensington, PE  
C0B 1M0

Contact: *Lawrence Cole, Manager*

Telephone: *902-886-2220*

Fax: *902-886-2335*

Products: *Mussels (cultured), Malpeque Oysters, Clams (soft shell), Quahogs (Littleneck Clam)*

Annual Sales Range: *2.5 – 10M*

Percentage of Sales Exported: *50%*

Number of Employees: *25*

Type of Business: *Processor, Aquaculture, Exporter, Importer*

Production Period: *Year round*  
Brands: *Island Blue "Cultured Mussels", Malpeque Oysters*

### **ROYAL STAR FOODS LIMITED**

P.O. Box 69  
Tignish, PE  
C0B 2B0

Contact: *Baxter Simms, CEO*  
*Eugene Bernard, Assistant Manager*

Telephone: *902-882-2050*

Fax: *902-882-2846*

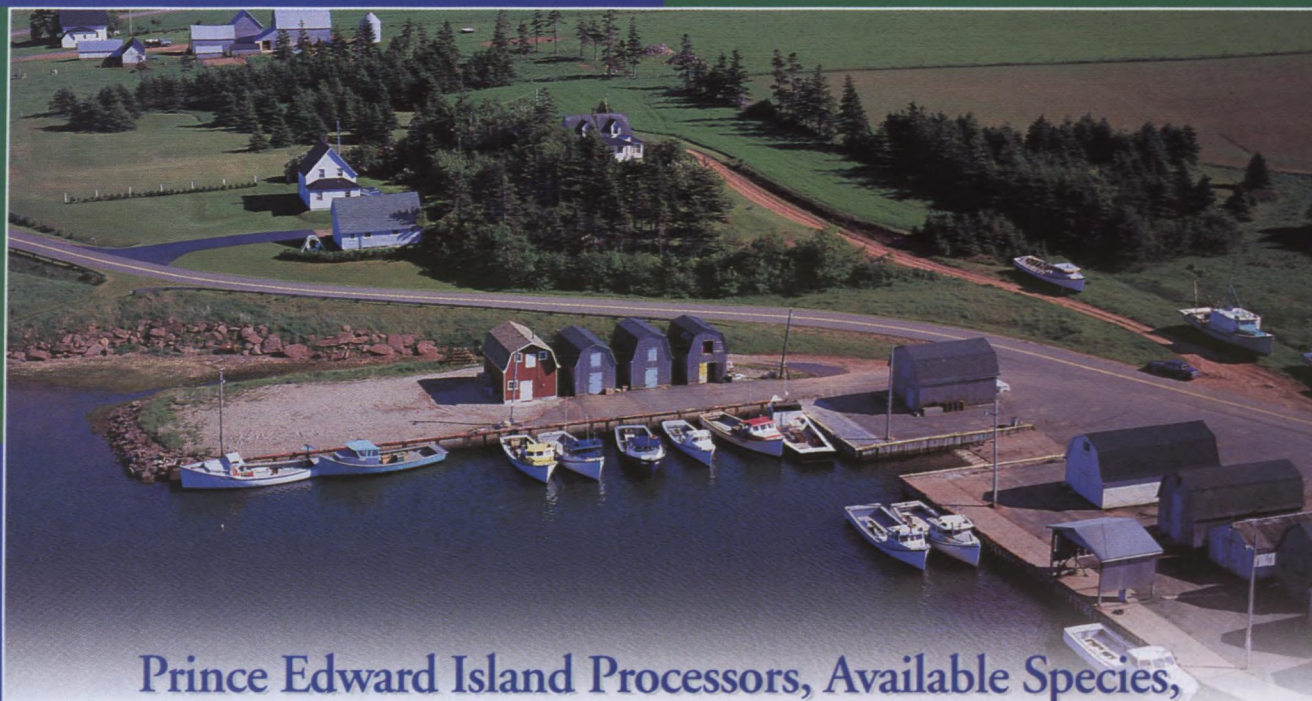
E-mail: *rsftld@atcom.com*

Products: *Lobster — Fresh, frozen, canned, specialty pack, gift pack; Crab — Frozen; Herring — Frozen, Roe; Mackerel — Frozen, canned*

Annual Sales Range: *10 – 50M*

Percentage of Sales Exported: *95%*

Number of Employees: *300*



Prince Edward Island Processors, Available Species,  
Harvest Seasons... The list is yours.

Prince Edward Island, Canada  
Tel: 902 368 6300



Internet: *mussels@gov.pe.ca*  
Fax: 902 368 6301



**PRINCE EDWARD ISLAND**

Type of Business: *Processor*  
Production Period: *April to November*

**SEAFOOD 2000 LIMITED**

P.O. Box 40  
Georgetown, PE  
COA 1L0

Contact: *Patrick Dodier, Secretary Treasurer*  
*Michael Boudreau, Vice President*

Telephone: 902-652-2316

Fax: 902-652-2023

Products: *Lobster — Frozen, fresh; Bar Clam*  
*— Canned, fresh; Herring — Roe*

Annual Sales Range: *10 – 50M*

Percentage of Sales Exported: *90%*

Number of Employees: *135*

Type of Business: *Processor*

Production Period: *May to November*

Brands: *Packer's Pride, Sealect*

**THIRD GENERATION SHELLFISH**

R.R. #2  
Ellerslie, PE  
COB 1J0

Contact: *G. Eric Wagner, Owner*

Telephone: 902-831-3079

Fax: 902-831-2479

Products: *Malpeque Oyster, Hard Shell Clam,*  
*Soft Shell Clam — Fresh, live, specialty pack,*  
*whole-in-shell; Scallops — Fresh;*  
*Lobster — Live (in season)*

Annual Sales Range: *0.5 – 2.5M*

Percentage of Sales Exported: *80%*

Number of Employees: *5*

Type of Business: *Processor, Exporter,*  
*Wholesaler, Aquaculture*

Production Period: *May – April*

Brands: *Malpeque*

Countries of Interest: *Worldwide*



SEAFOOD PROCESSORS

**WENDALL GRAHAM (1981) LIMITED**

P.O. Box 878, Montague, P.E.I. COA 1R0

Phone: (902) 962-2776

Fax: (902) 962-2991

E-mail: [w.graham@pei.sympatico.ca](mailto:w.graham@pei.sympatico.ca)

**TRACADIE BAY AQUA FARMS INC.**

Grand Tracadie  
Little York, PE  
COA 1P0

Contact: *John MacKinnon or*  
*Philip MacKinnon*

Telephone: 902-672-3429

Fax: 902-672-3429

Products: *Soft Shell Clams — Fresh;*  
*Mussels — Fresh (rope cultured), choice,*  
*standard, commercial; Quahogs — Little Necks,*  
*Top Necks, Cherrystones, Chowders*

Type of Business: *Importer*

Production Period: *Year round*

Countries of Interest: *United States, Mexico*

**WENDALL GRAHAM (1981) LIMITED**

P.O. Box 878  
Montague, PE  
COA 1R0

Contact: *Ken MacDonald, President*

Telephone: 902-962-2776

Fax: 902-962-2991

E-mail: [w.graham@pei.sympatico.ca](mailto:w.graham@pei.sympatico.ca)

Internet: <http://www3.pei.sympatico.ca/w.graham/wengra2.htm>

Products: *A complete range of lobster products;*  
*i.e. Lobster meat, frozen & heat processed cans &*  
*cryo vac. In shell products, popsicle, bulk pack,*  
*raw tails, etc. Also live lobster in season. Snow*  
*Crab, Rock Crab, Groundfish, Herring, Scallops*

Annual Sales Range: *10 – 20M*

Number of Employees: *200 (seasonal)*

Type of Business: *Processor, Exporter*

Brands: *Southside, Graham, will process*  
*private label on contract*

**ACCORD INTERNATIONAL  
CANADA**

C.P. 925, Succ. B  
Montreal, QC  
H3B 3K5

Contact: John Dike, President

Telephone: 514-484-0380

Fax: 514-483-2905

Sales Offices/Agents: 5420, Cavendish,  
Montreal, QC, H4V 2R8

Products: Cod — Salted; Lobster — Frozen,  
live; Crab — Frozen, live; Shrimp — Frozen,  
smoked, portioned; Crayfish, Tilapia,  
Skate — Smoked, salted/dried, portioned;  
Snail — canned, whole-in-shell

Annual Sales Range: Less than 0.5M

Type of Business: Trader,  
Wholesaler/Distributor

Production Period: Year round

Brands: Accord

**ASSELS SEAFOODS INC.**

11, Route 132  
Shigawake, QC  
G0C 3E0

Contact: Albert Assels, Owner  
Landis Assels, Secretary

Telephone: 418-752-3524

Fax: 418-752-7065

Products: Lobster — Live; Herring — Salted,  
roe; Mackerel — Frozen

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 20%

Number of Employees: 75

Type of Business: Processor,  
Wholesaler/Distributor

Production Period: April – December

**BERU INC.**

2320 Regent Ave.  
Montreal, QC  
H4A 2R1

Contact: Bernard Hubert, President  
Roger Barroca, Sales

Telephone: 514-481-9370

Fax: 514-481-9227

Products: Lobster — Fresh, live; Mussels —  
Fresh, frozen; Razor Clam — Frozen, live;  
Cod — Salted/dried

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 25%

Number of Employees: 3

Type of Business: Aquaculture, Exporter,  
Importer, Trader, Wholesaler/Distributor

Production Period: Year round

*Le goût* du Québec

*The taste* of Québec

Association Québécoise de l'Industrie de la Pêche  
Québec Fish Processors Association

PLACE DE LA CITÉ / Tour de la Cité  
2600, boul. Laurier, bureau 843  
Sainte-Foy (Québec) G1V 4W2

Tél.: (418) 654 1831 / Fax : (418) 654 1376  
email : aqip@quebectel.com





## QUEBEC

### BETHUNE IMPORT-EXPORT LTD.

666, Sherbrooke ouest  
Bureau 204  
Montreal, QC  
H3A 1E7

Contact: Emmanuel G. Kampouris, President

Telephone: 514-844-3959

Fax: 514-848-9003

E-mail: ek@bethune.com

Internet: <http://www.go-trade.com>

Products: Freshwater fish (various species) — Frozen, roe, dressed; Lobster — Frozen; Cod, Hake, Pollock — Salted/dried, portioned

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 100%

Number of Employees: 5

Type of Business: Exporter, Trader

Brands: Anna

### CANADIAN INTERNATIONAL TRADERS

C.P. 552  
Tour de la Bourse  
Montreal, QC  
H4Z 1J8

Contact: Karl Miville-de Chêne, President  
Peter MacLeod, Vice President

Telephone: 514-395-2284

Fax: 514-395-2270

E-mail: cit@istar.com

Internet: <http://www/wfi-factory.com/cit>

Products: Cod — Salted/dried; Lobster — Frozen; Pollock, Crab, Mussels, Seal Meat, Other Species — Frozen, canned; Sardines

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 20%

Number of Employees: 6

Type of Business: Trading House, Importer

Production Period: Year round

Countries of Interest: Worldwide

### CATA BRANDS INC.

3505 Isabelle, Unit "P"  
Brossard, QC  
J4Y 2R2

Contacts: Mr. Aziz Bishara, President

Telephone: 514-444-9524

Fax: 514-444-3679

Products: Tuna — Frozen, canned; Sardines — Canned; All Species depending upon availability  
Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 50%

Number of Employees: 8

Type of Business: Exporter, Importer, Trader, Wholesaler/Distributor

### CLOUSTON FOODS GROUP

9960, Côte de Liesse  
Lachine, QC  
H8T 1A1

Contact: Mag Kassis, Vice President

Telephone: 514-636-5114

Fax: 514-636-7606

Products: Crab — Frozen, canned; Lobster, Shrimp — Frozen; Salmon — Fresh, frozen, canned

Annual Sales Range: 50M+

Percentage of Sales Exported: 50%

Number of Employees: 180

Type of Business: Exporter, Trader

Production Period: Year round

Brands: Mirabel, Luxury, Omni, Classic

### CONSERVERIE NOTRE DAME INC.

671, Notre Dame  
Charette, QC  
G0X 1E0

Contact: André Villemure, Director General  
Josée Paré, Quality Control

Telephone: 819-221-2156

Fax: 819-221-5356

Products: Whelk — Canned, specialty pack

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 1%

Number of Employees: 50

Type of Business: Processor

Production Period: Year round

### COQUILLAGES NORDIQUES INC.

10 rue Maritime, C.P. 485  
Forestville, QC  
G0T 1E0

Contact: Renaud Desmeules, President, D.G.

Telephone: 418-587-6647

Fax: 418-587-2444

Products: Clam meat — Fresh, frozen; Whelk meat — Fresh, frozen; Scallops — Fresh; Sea Urchin — Fresh, frozen

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 95%

Number of Employees: 80

Type of Business: Processor

Production Period: March – December

Brands: Mills Seafood, Coquillages Nordiques

### CREVETTES DU NORD INC.

C.P. 830  
139 rue de la Reine  
Gaspé, QC  
G0C 1R0

Contact: Gaétan Denis, President  
Amédée Lapierre, Secretary

Telephone: 418-368-1414/892-5959

Fax: 418-368-1818

Products: Shrimp — Fresh, frozen

Annual Sales Range: 2.5 – 10M

Number of Employees: 60

Type of Business: Processor, Exporter

Production Period: April – November  
(frozen product available year round)

Brands: Caravelle

### CRUSTACÉS DE LA MALBAIE INC.

C.P. 830  
139 rue de la Reine  
Gaspé, QC  
G0C 1R0

Contact: Gaétan Denis, President  
Amédée Lapierre, Secretary

Telephone: 418-368-1414/645-2525

Fax: 418-368-1812

Products: Lobster — Fresh, frozen, live

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 15%

Number of Employees: 20

Type of Business: Processor, Exporter

Production Period: May and June

Brands: Caravelle

### E. GAGNON & FILS LTEE

405, route 132  
C.P. 37  
St-Therese-de-Gaspé, QC  
G0C 3B0

Contact: Roger Gagnon, Vice President  
Ronald Gagnon, President

Telephone: 418-385-3011

Fax: 418-385-3021

Sales Offices/Agents: Andre Roger  
Atlantic Queen Seafoods Ltd.  
Lachine, QC

Phone: 514-636-5114

## QUEBEC

Products: *Snow Crab* — Frozen, canned, portioned, specialty pack, whole-in-shell  
Annual Sales Range: 15 – 30M  
Percentage of Sales Exported: 85%  
Number of Employees: 325  
Type of Business: *Processor*  
Production Period: *April – July*  
Brands: *Luxury, Classic, Atlantic Queen Seafoods*

### FAIRMOUNT & CLARK INC.

8070, Lafrenai  
St. Léonard, QC  
H1P 2A9

Contact: *James Kaye, President*

Telephone: 514-328-1676

Fax: 514-328-4599

Products: *Salmon* — Smoked, frozen, gift pack

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 15%

Number of Employees: 10

Type of Business: *Producer, Distributor, Exporter*

Production Period: *Year round*

Brands: *Fairmount & Clark Inc.*

### FUMOIR GRIZZLY INC.

2395, rue Chappe  
Sainte-Foy, QC  
G2E 3L9

Contact: *Pierre Fontaine*

Telephone: 418-877-4255

Fax: 418-877-4384

Products: *Salmon, Trout, Turbot, Arctic Char, Ouananiche* — Smoked

Annual Sales Range: 2.5M

Percentage of Sales Exported: 2%

Number of Employees: 23

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Grizzly*

Countries of Interest: *France, Switzerland, United States, Brazil, Argentina*

### GASPÉ CURED ENR.

1330, Maguire, bureau 201  
Sillery, QC  
G1T 1Z3

Contact: *Suzanne Molin, Executive Assistant*

Telephone: 418-683-2011

Fax: 418-683-5302

Products: *Pollock, Haddock, Hake*

Annual Sales Range: 10M+

Percentage of Sales Exported: 100%

Number of Employees: 2

Type of Business: *Exporter, Importer*

Production Period: *January – October*

Brands: *Gaspé Cure*

Countries of Interest: *United States, Italy, Brazil, Japan*

### GELPEX IMPORT & EXPORT INC.

3961, rue DeBullion  
Montreal, QC

H2W 2E3

Contact: *Fernando Rocha, President*

Telephone: 514-842-1080

Fax: 514-842-4007

Products: *Cod* — Salted/dried;

*Dogfish* — Frozen, salted/dried; *Redfish, Shad,*

*Monkails* — Frozen; *Lobster* — Frozen, live

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 50%

Number of Employees: 1

Type of Business: *Exporter, Importer, Trader, Distributor*

Production Period: *Seasonal*

Countries of Interest: *Portugal, Spain, Brazil, Italy, France, United States*

### GESCO ENR.

C.P. 830

130, rue de la Reine

Gaspé, QC

G0C 1R0

Contacts: *Gaétan Denis, Secretary*

*Amédée Lapierre, Manager*

Telephone: 418-368-1414

Fax: 418-368-1812

Products: *Shrimp* — Fresh, frozen;

*Lobster* — Fresh, frozen, live

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 50%

Number of Employees: 65

Type of Business: *Processor, Exporter*

Production Period: *April – November*

Brands: *Caravelle*

### GIDNEY WHOLESALE DISTRIBUTION CENTRE

2570, Trans-Canada

Pointe Claire, QC

H9R 1B1

Contact: *Peter Cardozo, President*  
*Jacques Perrot, Export Sales Manager (Europe)*

Telephone: 514-697-2322

Fax: 514-697-3272

Products: *Lobster* — Frozen, live, canned, smoked, salted/dried, breaded/prepared, roe, dressed, specialty pack, whole-in-shell; *Fresh and frozen fish, shellfish and seafood* — All freshwater and ocean species available

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 90%

Number of Employees: 10 – 12 Full time,  
15 – 20 Seasonal

Type of Business: *Exporter, Importer, Trader, Wholesaler/Distributor*

Production Period: *Year round*

Brands: *Gidney's*

Countries of Interest: *Worldwide*

### HOMARDS F. TAKER INC.

P.O. Box 354, Havre-aux-Maisons  
Iles de la Madaleine, QC

G0B 1K0

Contact: *Frankie Taker, President*  
*Marjolaine Richard, Office Manager*

Telephone: 418-969-2416

Fax: 418-969-2416

Products: *Lobster* — Live; *Mackerel* — Fresh; *Herring* — Fresh; *Scallops* — Fresh; *Sea Urchin* — Live

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 40%

Number of Employees: 40

Type of Business: *Exporter, Wholesaler/Distributor*

Production Period: *April – December*

### J.W. WINDSOR (CANADA) LTD.

965, Bergar

Laval, QC

H7L 4Z6

Contact: *Allan Magid, Vice President*

Telephone: 514-967-6766

Fax: 514-629-1809

E-mail: [imagid@laurentides.net](mailto:imagid@laurentides.net)

Products: *Canned Salmon, Mackerel & assorted seafood*



## QUEBEC

Annual Sales Range: 15M  
Percentage of Sales Exported: 5%  
Number of Employees: 40  
Type of Business: Exporter, Importer,  
Distributor  
Brands: Beaver

### LELIÈVRE, LELIÈVRE ET LEMOIGNAN LTÉE

C.P. 219  
52, rue des Vigneaux  
Ste-Thérèse de Gaspé, QC  
G0C 3B0

Contact: Roch Lelièvre  
Telephone: 418-385-3310  
Fax: 418-385-2260

Sales Offices/Agents: Gaspé Cured Enr.  
1330 Maguire, Suite 201  
Sillery, QC, G1T 1Z3  
Phone: 418-683-2011

Products: Cod, Hake — Salted/dried; Flounder,  
Turbot — Fresh, frozen; Redfish — Fresh,  
frozen, smoked; Mackerel — Frozen; Herring —  
Frozen, salted  
Annual Sales Range: 2.5 – 10M  
Percentage of Sales Exported: 50 – 60%  
Number of Employees: 55 – 60  
Type of Business: Processor, Exporter  
Production Period: April – November  
Brands: Cordier, Gaspé Cure

### LES FRUITS DE MER IMPERIAL SEAFOODS INC.

5860, Bois  
St. Hyacinthe, QC  
J2S 1A1

Contact: Steven Thibeault  
Telephone: 514-773-8016  
Fax: 514-773-4783

Products: Eels, Sturgeon, Freshwater Perch,  
Carp, Mullet — Fresh, frozen; Rainbow Trout  
Percentage of Sales Exported: 50%  
Number of Employees: 25  
Type of Business: Processor, Exporter, Importer  
Production Period: January – December  
Brands: Imperial, Cuisimer  
Countries of Interest: Europe, United States,  
Asian Market, East Market

### LES FRUITS DE MER DE L'EST DU QUEBEC LTEE

1600, Matane-sur-Mer  
C.P. 38  
Matane, QC  
G4W 3M9

Contact: Brian Donaldson, Director General  
Telephone: 418-562-1273  
Fax: 418-562-5407



ATLANTIC QUEEN SEAFOODS LIMITED  
LES FRUITS DE MER ATLANTIC QUEEN LIMITÉE

SALES/VENTES: 9960 CÔTE DE LIESSE, LACHINE, QUÉBEC, CANADA H8T 1A1  
TÉL: (514) 636-5114 • FAX: (514) 636-7606



5516, ave. Notre-Dame de Grâce, Montréal, PQ., Canada H2A 2J5

Tél: (514) 486-9337 • Fax: (514) 486-8182 • Toll Free: 1-888-655-3472 • E-Mail: mtj@ab-gates.com



Parent Company: *Clearwater Fine Foods, Bedford, NS*  
 Products: *Shrimp — Fresh, frozen, cooked, shelled*  
 Annual Sales Range: *10 – 50M*  
 Percentage of Sales Exported: *90%*  
 Number of Employees: *200*  
 Type of Business: *Processor, Exporter*  
 Production Period: *Year round*  
 Brands: *Matane*  
 Countries of Interest: *Canada, United States, Japan, Europe, Asia, Mexico*

**LES FRUITS DE MER CÔTE-NORD**

*75 Route 138, C.P. 69  
 Baie Trinité, QC  
 G7B 2Y7*  
 Contact: *Anne Roussy, V.P., Administration  
 Daniel Adam, V.P., Production*  
 Telephone: *415-939-2510*  
 Fax: *415-939-2324*  
 Products: *Crab — Frozen; Shrimp — Fresh, frozen; Turbot — Frozen*  
 Annual Sales Range: *10 – 50M*  
 Percentage of Sales Exported: *70%*  
 Number of Employees: *150*  
 Type of Business: *Processor*  
 Production Period: *March – September*

**LES PECHERIES GROS CAP INC.**

*C.P. 267 Cap aux Meules  
 Iles de la Madeleine, QC  
 G0B 1B0*  
 Contact: *Jean Yves Cyr, Director General  
 Michel Leblanc, Assistant Director*  
 Telephone: *418-986-2710*  
 Fax: *418-986-6784*  
 Products: *Lobster — Fresh, frozen, live, canned, specialty pack; Scallops — Fresh, frozen, specialty pack, gift pack; Creamed Scallops — Canned; Mackerel — Frozen, canned; Mussels, Quahog (Littleneck Clam) — Frozen, canned, chowder, specialty pack, gift pack; Snow Crab — Fresh, frozen, sections; Herring — Frozen, canned; Mackerel — Bait*  
 Annual Sales Range: *2.5 – 10M*  
 Percentage of Sales Exported: *50%*  
 Number of Employees: *80*  
 Type of Business: *Processor, Exporter*  
 Production Period: *April – December*  
 Brands: *Gros Cap*  
 Countries of Interest: *Japan, Asia*

**LES PÊCHERIES MARINARD LTÉE**

*90, Willowdale  
 Bureau 202  
 Outremont, QC  
 H3T 1E9*  
 Contact: *Jules Pépin, President*  
 Telephone: *514-739-9942*  
 Fax: *514-739-5869*  
 Products: *Shrimp (Pandalus Borealis), Snow Crab, Lobster, Herring, Capelin, Periwinkle, Crawfish*  
 Annual Sales Range: *20 – 40M*  
 Percentage of Sales Exported: *90%*  
 Number of Employees: *200*  
 Type of Business: *Exporter, Importer, Processor*  
 Production Period: *April – November*  
 Brands: *La Marinier*  
 Countries of Interest: *United States, Japan, Sweden, Norway, Switzerland, France, Italy, Spain, Portugal, United Kingdom, Hong Kong, Korea, China, Taiwan, Denmark*

**MADELIPECHE INTERNATIONAL INC.**

*1, Place du Commerce, bureau 120  
 Ile des Soeurs  
 Verdun, QC  
 H3E 1A4*  
 Contact: *Paul Fortin, Marketing Director  
 Paul Delaney, President*  
 Telephone: *514-762-3233*  
 Fax: *514-762-3066*  
 Products: *Ocean Perch, Lobster — Frozen, live; Dogfish, Mackerel, Herring, Surf Clams*  
 Annual Sales Range: *10 – 15M*  
 Percentage of Sales Exported: *90%*  
 Number of Employees: *400*  
 Type of Business: *Processor, Exporter*  
 Production Period: *Year round*  
 Brands: *Madeli-Mer, Quali-Mer, Madelipèche*  
 Countries of Interest: *Europe, Asia, United States*

**MARCHÉ TRANSATLANTIQUE**

*4709 St. Denis  
 Montreal, QC  
 H2J 2L5*  
 Contact: *Bruno Marie, President*  
 Telephone: *514-287-3530*  
 Fax: *514-287-3510*  
 Products: *Smoked fish, Roe, Snails, Caviar,*

*Smoked Trout, Smoked Eel*  
 Annual Sales Range: *2.5M*  
 Percentage of Sales Exported: *30%*  
 Number of Employees: *5*  
 Type of Business: *Processor, Exporter, Importer*  
 Production Period: *Year round*  
 Brands: *Transatlantique Sélection*  
 Countries of Interest: *United States, France, Switzerland, Japan*

**MARSEAFOODS INC.**

*4999, rue Ste-Catherine ouest  
 Suite 228  
 Montreal, QC  
 H3Z 1T3*  
 Contact: *Marta Carter, President  
 Maria Manca, Vice-President*  
 Telephone: *514-481-0378*  
 Fax: *514-481-1043*  
 Products: *Shrimp (Pandalus Borealis) — Frozen; Lobster — Whole; Lobster meat — Frozen, canned; Lobster tails — frozen; Snow Crab — Sections, meat, frozen, whole-in-shell; Groundfish (Cod, Turbot, Sole) — Froze.*  
 Annual Sales Range: *10 – 50M*  
 Type of Business: *Exporter, Importer, Trader, Wholesaler/Distributor*

**MEDINEX GROUP**

*C.P. 5154  
 St. Laurent, QC  
 H4L 4Z7*  
 Contact: *Miss P. Najjar MSc, PhD*  
 Telephone: *514-741-9261*  
 Fax: *514-332-5323*  
 Products: *All species (seasonal) — Frozen, canned, salted/dried, portioned, whole-in-shell*  
 Percentage of Sales Exported: *44%*  
 Number of Employees: *Varies*  
 Type of Business: *Exporter, Trader, Wholesaler/Distributor*  
 Production Period: *Dependent on suppliers*  
 Brands: *Varies (Dependent on suppliers)*

**MELROSE INTERNATIONAL TRADING LTD.**

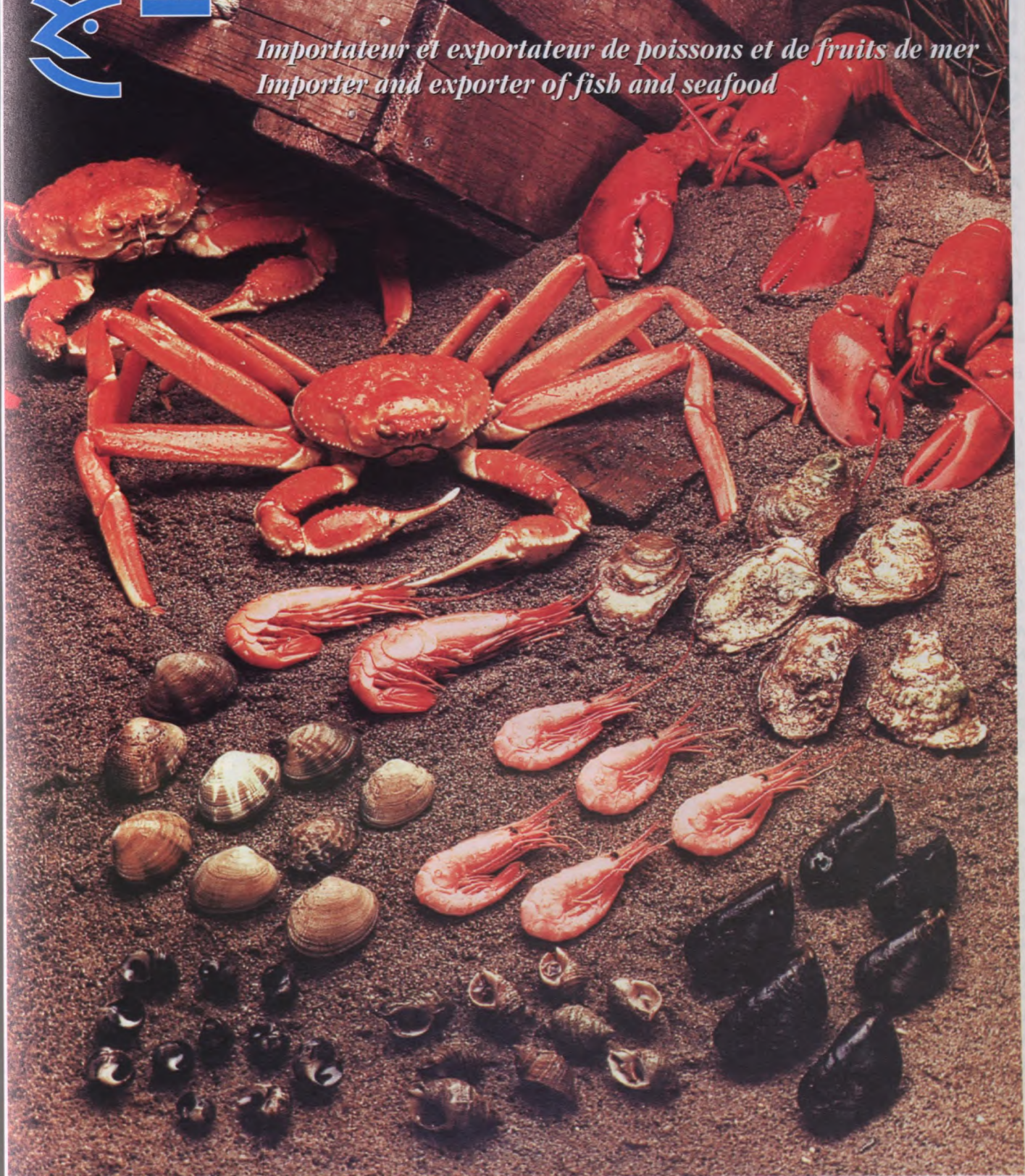
*6600, Côte des Neiges, bureau 300  
 Montreal, QC  
 H3S 2A9*  
 Contact: *Jurgen Hauschild, Trader*  
 Telephone: *514-345-8580*





# MONTREAL FISH Co. Ltd.

*Importateur et exportateur de poissons et de fruits de mer*  
*Importer and exporter of fish and seafood*



5516, ave. Notre-Dame de Grâce, Montréal, P.Q., Canada H4A 1L5

Tél.: (514) 486-9537 • Fax: (514) 486-8482 • Toll-Free: 1-888-685-3474 • E-Mail: [mtlfish@msn.com](mailto:mtlfish@msn.com)



## QUEBEC

Fax: 514-345-8582

Products: *Fish — all species and treatments*

Annual Sales Range: 50M+

Percentage of Sales Exported: 100%

Number of Employees: 15

Type of Business: *Trader*

### **MONTREAL FISH CO. LTD.**

5516 Notre dame de Grâce  
Montreal, QC  
H4A 1L5

Contact: *Martin Beaudry, president*

Telephone: 514-486-9537

(toll free) 1-888-685-3474

1-888-MTL-FISH

Fax: 514-486-8482

E-mail: *mtlfish@msn.com*

Products: *Groundfish (Ocean Perch, Cod, Hake, Grey Sole, Dabs, Blackback, Turbot) — Fresh and frozen whole and fillet; Lobster — Live and frozen; Whole Rock Crab — Live, cooked, frozen; Mackerel, Herring, Smelt — Fresh, frozen, salted; Fresh farmed East Coast Atlantic Salmon; Fresh farmed East Coast Steelhead — Whole; Pickerel — Fresh, frozen whole & fillets; Scallops — Fresh, frozen; Sea Urchin — Whole, live; Cod, Flake, Pollock — Salted/dried*

Annual Sales Range: 1 – 4.9M

Number of Employees: 3

Type of Business: *Importer, Exporter, Ship-Broker*

Production Period: *Year round, 50% fresh, 50% frozen*

### **NEPTUNE CANADA**

3230, Savard  
St-Hubert, QC  
J3Y 5V6

Contact: *Tien (Jim) Nguyen, Owner*

Telephone: 514-926-1804

Fax: 514-926-2442

Products: *Elvers — Frozen, live; Lobsters — Fresh, live*

Annual Sales Range: *Less than 0.5M*

Percentage of Sales Exported: 100%

Number of Employees: 5

Type of Business: *Fish Processor, Exporter*

Production Period: *April – December*

Brands: *Neptune Canada*

Countries of Interest: *United States, China, Hong Kong, Taiwan, France, Spain*

### **PECHERIES NORPRO LTEE**

C.P. 250

Havre Aubert

Ile-de-la-Madeleine, QC

G0B 1J0

Contacts: *Gerald Savage, President*

*Laurie Delaney, Vice President*

Telephone: 418-937-2061

Fax: 418-937-2159

Products: *Lobster — Fresh, frozen, live, canned;*

*Crab, Cod, Flounder — Fresh, frozen;*

*Herring — Fresh, frozen, canned, roe*

Annual Sales Range: 10 – 50M

Percentage of Sales Exported: 60%

Number of Employees: 150 – 250

Type of Business: *Processor*

Production Period: *April – December*

Brands: *Norpro*

### **PISCICULTURES ALLEGHANYS/ALLEGHANYS FISH FARM INC.**

2755, Grande Ligne

St-Philemon, QC

G0R 4A0

Contacts: *Yves Boulanger, President*

*Mireille Roy, Marketing*

Telephone: 418-469-2823

Fax: 418-469-2872

E-mail: *allegan@quebectel.com*

Products: *Trout — Fresh, smoked, fillets*

Annual Sales Range: 0.5 – 2.5M

Percentage of Sales Exported: 5%

Number of Employees: 15

Type of Business: *Processor, Aquaculture, Exporter*

Production Period: *Year round*

Brands: *Alleghanys*

Countries of Interest: *United States, Europe*

### **POISSONERIE COWIE (1985 INC.)**

82-1 Irwin

Granby, QC

J2G 8C8

Contact: *Claude Dumont, Manager*

Telephone: 514-375-7500

Fax: 514-375-6125

Sales Agent: *Jacques Martin*

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 15%

Number of Employees: 20

Type of Business: *Processor, Wholesaler/Distributor*

Production Period: *Year Round*

### **POISSONERIE DE CLORIDORME INC.**

643, boul. Perron

C.P. 200

Cloridorme, QC

G0E 1G0

Contact: *Laurent Denis, President*

Telephone: 418-395-2545

Fax: 418-395-2927

Products: *Cod — Salted & very dry, salted/dried, heavily salted; Mackerel, Turbot Cod fillets, Rockfish, Halibut, Turbot fillets — Fresh, frozen; Mackerel, Turbot — Salted*

Annual Sales Range: 3M

Percentage of Sales Exported: 90%

Number of Employees: 41

Type of Business: *Processor*

Production Period: *April – November*

Brands: *Cloridorme, Bacalao, Gaspé Cured*

### **POISSONERIE G.M.S. INC.**

2052, chemin du Ski

Laniel, QC

J0Z 2K0

Contact: *Susie Trudel, President*

Telephone: 819-634-2629

Fax: 819-634-2629

Products: *Whitefish Caviar*

Annual Sales Range: *Less than 0.5M*

Percentage of Sales Exported: 75%

Number of Employees: 1

Type of Business: *Exporter*

Production Period: *October and November*

Countries of Interest: *Europe*

### **POSEIDON "LES POISSONS ET CRUSTACES" INC.**

259 Bord-de-la-Mer

Longue Pointe de Mingan, QC

G0G 1V0

Contact: *Omer Rail, President*

Telephone: 418-949-2331

Fax: 418-949-2244

Products: *Snow Crab (Opilio) — Frozen; Scallops — Fresh, frozen, roe; Clams (Hokkigai)*

Annual Sales Range: 5 – 7M







**QUEBEC**

Number of Employees: 105  
Type of Business: Processor  
Production Period: March - November  
Brands: Poseidon  
Countries of Interest: Japan, Korea, Taiwan

**POSEIDON OCEAN PRODUCTS CORP.**

6020, Jean Talon est  
Suite 802  
Montreal, QC  
H1S 3B1

Contact: Giovanni Di Sclafani, President  
Telephone: 514-254-2631  
Fax: 514-255-2072

Products: Lobster — Frozen, live; Lobster (tails),  
Cuttlefish Fillets, Squid — Frozen; Fish —  
Fresh, frozen; Shrimp — Frozen  
Annual Sales Range: 2.5 - 10M  
Percentage of Sales Exported: 90%  
Number of Employees: 5  
Type of Business: Exporter  
Production Period: Year round

**PRODUITS MARINS ST. GODEFROI INC.**

C.P. 21  
St. Godefroi, QC  
G0C 3C0

Contact: Guy Aubut, Owner  
Telephone: 418-752-5578  
Fax: 418-752-7067

Products: Fillets — Fresh, frozen; Dressed fish;  
Lobster — Frozen, live; Herring — Salted, roe;  
Rock Crab — Minced meat, in shell; Sea  
Urchins — Live in shell; Yunnies — roe  
Annual Sales Range: 1.5 - 3M  
Percentage of Sales Exported: 60%  
Number of Employees: 65  
Type of Business: Processor  
Brands: Produits Marins St. Godefroi, Carleton  
Brand

**RALIMPEX INTERNATIONAL INC.**

5180 ch. Queen Mary, bureau 225  
Montreal, QC  
H3W 3E7

Contact: Victor Altmejd, President  
Telephone: 514-489-0814  
Fax: 514-486-2724

Sales Offices Agents: Canada Trading,  
Szczecin, Poland  
Products: Herring, Mackerel, Silver Hake, Eel  
— Frozen; Herring Roe  
Annual Sales Range: 2.5 - 10M  
Percentage of Sales Exported: 50%  
Number of Employees: 7  
Type of Business: Exporter, Trader

**SANDEEL TRADING INC.**

735, Lamartine  
Mont St. Hilaire, QC  
J3H 4N1

Contact: Hans Schwerdel, President  
Telephone: 514-446-3188  
Fax: 514-446-3189

Products: Whitefish, Lake Trout, Chubs,  
Pickerel, Carp — Fresh, frozen, canned, smoked,  
salted/dried, dressed; Cod, Hake, Pollock,  
Mackerel, Ocean Perch, Flounder — Frozen,  
canned, smoked, salted/dried; Lobster — live,  
frozen; Rainbow Trout, Salmon  
Annual Sales Range: 0.5 - 2.5M  
Percentage of Sales Exported: 85%  
Number of Employees: 1  
Type of Business: Exporter, Trader  
Production Period: Year round  
Countries of Interest: Caribbean, Europe,  
Scandinavia

**SEA RAY SEAFOODS INC.**

2350 Herron Rd., Suite 201  
Dorval, QC  
H9S 1C5

Contact: Pascal Vescio, President  
Telephone: 514-636-0499  
Fax: 514-636-0395

Products: Shrimp (Pandalus, Borealis); Snow  
Crab — Sections, salted/dried; Pollock, Hake,  
Cod, Herring & Mackerel, Lobster, Turbot,  
Salmon (all species), Halibut — Frozen  
Annual Sales Range: 2.5 - 10M  
Number of Employees: 4  
Type of Business: Trader, Exporter, Importer  
Production Period: Year-round  
Countries of Interest: United States, Japan,  
Sweden, Norway, Switzerland, Italy, Spain,  
Portugal, United Kingdom

**SOGELCO INTERNATIONAL INC.**

715, Victoria Square  
Suite 400  
Montreal, QC  
H2Y 2H7

Contacts: Gabriel Elbaz, President  
Jacques Gobeil, Executive V.P.  
André Arseneault, Director of Sales  
Telephone: 514-849-2414  
Fax: 514-849-0645

Products: Crab, Lobster — Frozen portion con-  
trolled, value added; Culinary concentrates of  
Lobster, Crab, Shrimp, Shellfish; Paté dishes,  
Marinated Fish, Salads; Dogfish, Skate,  
Monkfish, Pelagics, Shellfish  
Annual Sales Range: 25 - 50M  
Percentage of Sales Exported: 95%  
Number of Employees: 25 (QC) 500 (Plant)  
Type of Business: R & D, Development of new  
products and technologies, Production, Marketing  
Production Period: Year round  
Brands: Sogel, Crown-Pac, Sogel-Gourmet,  
Lobsterine, Crabterine, Shrimpterine, Deli  
Magic, Chef's Supreme  
Countries of Interest: Europe, Asia, United  
States

**WEST INDIA TRADING CO. INC.**

231, rue St-Jacques  
11ième étage  
Montreal, QC  
H2Y 1M6

Contact: Aurelio de Vasconcelos, President  
Anthony de Montbrun, Vice President  
Telephone: 514-849-6031  
Fax: 514-499-8449

Products: Pollock, Hake, Cod — Salted/dried;  
Herring — Smoked; Mackerel, Alewives —  
Pickled; Lobster — Frozen, live; Sardines, Tuna,  
Salmon — Canned  
Annual Sales Range: 10 - 50M  
Percentage of Sales Exported: 100%  
Number of Employees: 10  
Type of Business: Exporter  
Production Period: Some products seasonal, oth-  
ers available year round  
Brands: WICO (Herring, Sardines, & Tuna  
only)  
Countries of Interest: Caribbean Islands,  
Central and South America, Europe, Far East



**SASKATCHEWAN**

**AGPRO GRAIN FISH FARM INC.**

Box 386

Lucky Lake, SK

S0L 1Z0

Contact: John Bielka, Manager

Telephone: 306-858-2208

Fax: 306-858-2286

Products: Rainbow Trout — Fresh, frozen,  
dressed, fillets

Annual Sales Range: 2.5 – 10M

Percentage of Sales Exported: 50%

Number of Employees: 25

Type of Business: Processor, Aquaculture

Production Period: Year round

**YUKON**

**HAN FISHERIES LTD.**

*P.O. Box 378*

*Dawson City, YK*

*Y0B 1G0*

*Contact: Gayle Corry, Business Manager*

*Gary Wilson, General Manager*

*Telephone: 403-993-5384*

*Fax: 403-993-5753*

*Products: Chinook & Chum Salmon — Fresh, frozen, smoked, roe, dressed*

*Annual Sales Range: Less than 0.5M*

*Percentage of Sales Exported: 100%*

*Number of Employees: 16 (peak season)*

*Type of Business: Processor, Exporter*

*Production Period: July — October*

*Countries of Interest: United States*

**ICY WATERS LTD.**

*P.O. Box 4849*

*Whitehorse, YK*

*Y1A 4N6*

*Contact: Tim Fleming, President*

*Telephone: 403-668-7012*

*Fax: 403-668-7062*

*Products: Arctic Char (farmed) — Fresh, frozen, portioned, dressed*

*Annual Sales Range: 0.5 — 2.5M*

*Percentage of Sales Exported: 50%*

*Number of Employees: 14*

*Type of Business: Aquaculture*

*Production Period: Year round*

*Brands: Icy Waters, Frozen Arctic Charr, Fresh Arctic Charr, Northern Spirit*

**ICY WATERS™**  


*Arctic Charr*  
*Omble Chevalier*

★ ★ ★ V·S·O ★ ★ ★

The World's Largest Grower ... and Exclusive  
Supplier of Yukon Gold™ Arctic Charr.

The outstanding ICY WATERS™ lineage, from the wilds of Canada's arctic, distinguishes this exquisite tasting, firm fleshed arctic charr from any other fish. The unique Yukon Gold™ species is farm raised with expert care in pristine, clean, free-flowing, frigid waters. ICY WATERS™ delivers to the most discriminating customers one of the world's finest foods, fresh, 52 weeks of the year.

LOOK FOR THE ICY WATERS™ GILL TAG. OUR NAME IS YOUR ASSURANCE OF QUALITY

TO ORDER, CONTACT: ICY WATERS LTD., FISH LAKE ROAD, WHITEHORSE, YUKON, CANADA Y1A 4N6  
TELEPHONE: 403 668 7012 • FAX: 403 668 7062



## TRADE ASSOCIATIONS

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

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

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

Contact: Michele Daignault, General Director  
Bernard Dupont, President

Telephone: 514-735-9680

Fax: 514-342-2811

The Quebec Fish and Seafood Marketing Association (A.Q.C.O.M.E.R.) has been in existence for more than four decades. The association promotes the interests of all Quebecers involved in the marketing of fish and seafood.

A.Q.C.O.M.E.R. offers to its members a permanent program of information, promotion, communication, representation and personnel retail training services. The mandate of the association is to respond to the needs of all its members and to stimulate the development and sale of Quebec fish and seafood products.

### BC SALMON MARKETING COUNCIL

1100-1200 West 73rd Avenue  
Vancouver, BC  
V6P 6G5

Contact: Christina Burrige, Marketing Director

Telephone: 604-267-3030

Fax: 604-266-3097

E-mail: [bsmc@bcsalmon.ca](mailto:bsmc@bcsalmon.ca)

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

Countries of Interest: Japan, Asia, European Union, Australia, New Zealand, United States

### BRITISH COLUMBIA SALMON FARMERS ASSOCIATION

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

Contact: Greg D'Avignon, Executive Director

Telephone: 604-682-3077

Fax: 604-669-6974

The BC Salmon Farmers Association was incorporated in 1984. The association's activities include promoting the interests of persons, firms and corporations directly engaged in the business of salmon farming and related activities; monitoring and modifying regulatory actions by the Provincial and Federal governments; and, providing assistance to the Industry in whatever capacity deemed advisable for the marketing of farmed salmon products, on a local, national and international scale.

### BRITISH COLUMBIA SHELLFISH GROWERS ASSOCIATION

331 St. Julian St.  
Duncan, BC  
V9L 3S5

Contact: Ruth Salmon, Executive Director

Brian Kingzett, President

Keith Reid, Vice President

Telephone: 250-748-9688

Fax: 250-748-1707

E-mail: [bcsga@island.net](mailto:bcsga@island.net)

Products: Pacific Oysters, Manila Clams, Scallops; Other species being cultured in small or experimental quantities are: Blue Mussels, Sea Cucumber, Sea Urchin, Geoduck

Annual Sales Range: Farmgate '95: \$10M

Percentage of Sales Exported: 90-95%

Number of Employees: 1000

Type of Business: Industry association for shellfish aquaculturists.

Now in its 45th year of operation, the BC Shellfish Growers Association (formerly the BC Oyster Growers Association) is the oldest aquaculture association in British Columbia. Its mandate is to promote the interests of members engaged in growing and selling shellfish, and to provide educational information and assistance to its members to improve techniques and methods of operation in the shellfish industry. Member companies produce Pacific oysters, Manila clams, Littleneck clams, Geoduck clams and Butter clams. Sales by British Columbia industry are \$10 million farmgate, of which over 90% is exported.

### CANADIAN AQUACULTURE INDUSTRY ALLIANCE

20th Floor, 45 O'Connor Street  
Ottawa, ON  
K1P 1A4

Contact: Sharon Ford, Executive Director

Telephone: 613-788-6851

Fax: 604-235-7012

E-mail: [caiaoffice@aol.com](mailto:caiaoffice@aol.com)

The Canadian Aquaculture Industry Alliance (CAIA) is a national organization, a federation of regional and sectoral associations working with and for individuals, businesses and associations whose work is related to the aquaculture industry. This includes those farming finfish and shellfish. Suppliers and supporters of the industry — such as feed manufacturers or veterinarian organizations — are also an important part of our alliance.

The formation of CAIA in 1995 replaced the Canadian Aquaculture Producers Council, with a broader representation of the aquaculture industry. As an umbrella organization for the industry, CAIA provides a framework and direction to optimize the enormous potential and the opportunities aquaculture represents as a globally competitive business. The establishment of the alliance creates a supportive environment for the industry, through our development of:

- global competitiveness in the Canadian aquaculture industry,
- high levels of skill and knowledge within the industry,
- effective representation of industry issues,
- consumption of Canadian aquaculture products, and
- a positive image for the Canadian aquaculture industry, both domestically and internationally

### CANADIAN ASSOCIATION OF FISH EXPORTERS

1770 Woodward Drive  
Suite 212  
Ottawa, ON  
K2C 0P8

Contact: Jane Barnett, President

Cynthia Smith, Operations Manager

Telephone: 613-228-9220

Fax: 613-228-9223

E-mail: [jbarnett@seafood.ca](mailto:jbarnett@seafood.ca)

Internet: <http://www.seafood.ca>

The Canadian Association of Fish Exporters (CAFE), established in 1978, is Canada's only national trade association representing

## TRADE ASSOCIATIONS

aquaculture and capture fisheries. CAFE assists its members in expanding international markets by strengthening buyer-seller relationships through market intelligence and promotions. CAFE publishes the *World Seafood Market Report*, a monthly market-intelligence publication offering analyses of global supply outlooks and market demand projections for North America, Europe and Asia. This report is read by market analysts around the world. CAFE is also the publisher of *Entree Canada*, a magazine developed by a coalition of trade associations for the promotion of Canadian food and beverage products to more than 10,000 foreign buyers. CAFE's information products reach over 200 companies in Canada, as well as a number of industry associations, provincial governments and consulting groups. CAFE members employ more than 20,000 full and part-time workers. On average, between 75 and 90 percent of products produced in member plants are exported for a value of more than \$2 billion to the Canadian economy. Members process and sell for export the full range of Canadian seafood species and products, packing under more than 85 individual brand names, in addition to providing a variety of custom-packing services to international buyers. For suppliers and buyers, CAFE delivers to the world!

### CANADIAN ATLANTIC LOBSTER PROMOTION ASSOCIATION

Beach Point, PE  
COA IVO

Contact: Alan Baker, Executive Director  
Jim Bateman, President

Telephone: 902-962-3069

Fax: 902-962-4207

E-mail: calpa@cycor.ca

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

### FISHERIES ASSOCIATION OF NEWFOUNDLAND & LABRADOR LTD.

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

Contact: Bruce Chapman, President

Telephone: 709-726-7223

Fax: 709-754-3339

The Fisheries Association of Newfoundland & Labrador Limited (FANL) is a non-profit trade association which was incorporated in 1944 to assist and promote the interests and welfare of the commercial fishing industry in Newfoundland. FANL represents the Newfoundland industry on the Fisheries Council of Canada (FCC) and appoints the Newfoundland directors which serve on FCC. FANL presently has 33 member companies from all areas of the Province which account for approximately 90% of the fish and seafood production in the Province. Our member companies would normally employ more than 10,000 peoples and represent export sales of over \$600 million. The Association is involved in a wide array of activities and issues including price negotiations with the Fisherman's Union, advising Government during international trade and conservation negotiations, developing approaches for various fisheries management plans, and a variety of more project-specific activities. The Association studies all aspects of the fishing industry and makes recommendations and takes the necessary steps to assist its members to improve the industry. Through the Association, members receive statistics, position papers, circulars and many other forms of printed materials which are either produced internally or collected from other sources. FANL is directly involved in the promotion of legislation, regulation and policy affecting all sectors of the industry and it provides opposition to approaches which are considered to have a negative impact on the industry.

### FISHERIES COUNCIL OF BRITISH COLUMBIA

Suite 1400 - 1188 West Georgia Street  
Vancouver, BC  
V6E 4A2

Contact: Michael Hunter, President

Telephone: 604-684-6454

Fax: 604-684-5109

The Fisheries Council of British Columbia (FCBC) represents the interests of fish processing companies in British Columbia. Its primary function is to work with government agencies

with respect to harvesting and processing regulations and trade policy.

### FISHERIES COUNCIL OF CANADA

806 - 141 Laurier Avenue West  
Ottawa, ON  
K1P 5J3

Contact: Patrick McGuinness, Vice President

Telephone: 613-238-7751

Fax: 613-238-3542

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

### INDEPENDENT SEAFOOD PROCESSORS ASSOCIATION OF NOVA SCOTIA

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

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

Telephone: 902-742-1960

Fax: 902-742-1961

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

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

P.O. Box 386  
Lameque, NB  
E0B 1V0

Contact: Yvon Chiasson, Director  
Leon Lanteigne, Executive Secretary

Telephone: 506-344-7133

Fax: 506-344-8198

L'Association des Mytilicultures Acadien et Région de l'Est is a non-profit organization representing companies who process mussels. The Association promotes the interests and activities of companies engaged in the cultivation of mussels and is made up of five members.



## TRADE ASSOCIATIONS

### NATIONAL SEAFOOD SECTOR COUNCIL

805-255 Albert Street  
Ottawa, ON  
K1P 6A9

Contact: Johanna Oehling, Executive Director

Telephone: 613-782-2391

Fax: 613-782-2386

E-mail: [joehling@fox.nstn.ca](mailto:joehling@fox.nstn.ca)

Internet: <http://fox.nstn.ca/~nssc>

The National Seafood Sector Council is a new organisation with a mission to implement joint-labour management strategies to meet the human resource needs of the Canadian seafood processing industry. The NSSC encourages and supports the development of standard skill sets, guidelines, training, skills upgrading/education, and supports human resource strategies that enhance the strength and economics of the seafood processing industry in local and international markets. The NSSC is the only organisation in Canada that

addresses sectoral human resource development issues from a national perspective.

#### Products & Services:

1. Creation of an information system that identifies training and education of interest to the seafood processing industry in the public and private sector. Another component identifies government programs and services. The NSSC database, available in both official languages, will enable companies, associations and workers in the seafood processing industry to become better equipped to address the changing dynamics of their industry.
2. Sanitation and Hygiene Safety Practices. Modular orientation training package for plant employees. A 14-hour short course for new and returning workers to the seafood processing industry. Covers a variety of topics, including introduction to seafood processing, basic food production and personal sanitation. Available March 1997.
3. First Line Supervisors. Skill standards, curriculum and course training materials of interest to supervisory personnel in seafood processing establishments will provide an opportunity for industry to train to those standards. Available June 1997
4. Facility and Equipment Clean Up Module. A 35-hour modular training program for facility and equipment cleaners within the plant. Covers a wide variety of topics, including WHMIS, contamination, inspection, regulations and quality control. Available February 1997.
5. HACCP Training. A short introductory modular course will be available early in 1997.
6. Facility and Equipment Hygiene. Addresses process controls, prevents equipment and facility contamination from pre to post processing, audits equipment and facility practices, maintains building construction and equipment. Under development – available fall of 1997.

## Human resource strategies for the seafood processing industry HACCP, Sanitation and Hygiene and more

NSSC



CNSPM

The National Seafood  
Sector Council

Le conseil national du secteur  
des produits de la mer

805 - 255 Albert  
Ottawa, Ontario  
Canada K1P 6A9

Tel: (613) 782-2391  
Fax: (613) 782-2386

email: [nssc@fox.nstn.ca](mailto:nssc@fox.nstn.ca)  
web site: <http://fox.nstn.ca/~nssc>



## TRADE ASSOCIATIONS

### NEW BRUNSWICK FISH PACKERS' ASSOCIATION

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

Contact: Peter Dysart, Executive Director  
Gerry Cluney, Manager  
Telephone: 506-857-3056  
Fax: 506-857-3059

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

### NEW BRUNSWICK SALMON GROWERS' ASSOCIATION

Lime Kiln Road  
St. George, NB  
EOG 2Y0

Contact: William M. Thompson, General Manager  
Telephone: 506-755-3526  
Fax: 506-755-6237

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

### NEWFOUNDLAND & LABRADOR SHELLFISH GROWERS ASSOCIATION

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

Contact: Edward Sheppard, President  
Marc Kielley, Executive Director  
Telephone: 709-673-4445  
Fax: 709-673-4542

The Newfoundland and Labrador Shellfish Growers Association (NLSGA) is comprised of growers and processors of mussels. The Association was formed to help co-ordinate the growth of the industry and to help promote market development. Acting as a liaison between industry and government, and the resource sector, the Association encourages growth of the shellfish industry in Newfoundland and Labrador. Member companies have sales of approximately \$0.5 - \$2.5 million, of which 95 percent are exported.

### NEWFOUNDLAND AQUACULTURE INDUSTRY ASSOCIATION

P.O. Box 23176  
21 Mews Place  
St. John's, NF  
A1B 4J9

Contact: Marc Kielley, Executive Director  
Telephone: 709-754-2854  
Fax: 709-754-2981

The Newfoundland Aquaculture Industry Association (NAIA) is a non-profit association with a mandate to promote and facilitate the commercial development of aquaculture in Newfoundland. The Association membership is comprised of 93 commercial aquaculture companies, suppliers and supporting members. NAIA is managed by a full-time executive director and a nine member board of directors. NAIA represents the Newfoundland aquaculture industry on CAIA — the Canadian Aquaculture Industry Alliance; the Human Resource Sector Council for Aquaculture; the Federal/Provincial Aquaculture Consultative Committee and the Canada/Newfoundland Economic Renewal Agreement. Current priorities and activities of the Association include:

- membership development
- government liaison on issues affecting aquaculture development i.e. policy, legislation, industry priorities, funding requirements etc.
- assisting industry marketing and promotion efforts; organizing industry participation in trade shows; coordinating the development of generic promotional materials and point of purchase recipe cards; organizing in-store demonstrations with local supermarkets to promote the awareness and sale of Newfoundland raised aquaculture products
- identifying industry research needs and facilitating support, funding and management to start up R&D projects
- human resource development; coordinating training to improve the capability of farm management personnel and farm support staff

The NAIA produces a quarterly newsletter "AQUA NEWS" to keep members informed of Association activities, industry developments, program funding opportunities and support services. In addition, the NAIA holds an annual conference and trade show featuring seminars and workshops on topics of importance to members.

### NEWFOUNDLAND SEAFOOD MARKET COUNCIL

P.O. Box 13546, Station A  
St. John's, NF  
A1B 4B8

Contact: Carol Warren, Administrator  
Telephone: 709-722-3303  
Fax: 709-722-3303

The Newfoundland Seafood Market Council was created in 1993 to coordinate the efforts of government and industry in promoting Newfoundland seafood in world markets. Industry organisations and government representatives make up the membership on the Council. Appointments to the Council's Board of Directors are made by the Minister of Fisheries and Aquaculture from nominations received from organisations representing the fish processing and aquaculture industries. The Newfoundland Seafood Market Council's Mission Statement is: "To encourage and facilitate effective utilisation of available collective resources of the Newfoundland fish processing and aquaculture industries, of the government of Newfoundland and Labrador, and of other appropriate bodies, in the development of markets for fish and seafood produced in the province, and in the targeted promotion of fish and seafood to users in selected markets throughout the world."

### PRINCE EDWARD ISLAND TROUT GROWERS ASSOCIATION

R.R.#2  
Murray River, PE  
COA 1W0

Contact: Leon Moyaert  
Telephone: 902-962-3446

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



## TRADE ASSOCIATIONS

### QUEBEC FISH PROCESSORS ASSOCIATION

Place de la Cité,  
Tour de la Cité  
2600 Boulevard Laurier  
Bureau 843  
Ste. Foy, QC  
G1V 4W2

Contact: Jean-Paul Gagné, General Manager

Telephone: 418-654-1831

Fax: 418-654-1376

E-mail: [aqip@quebectel.com](mailto:aqip@quebectel.com)

*The Quebec Fish Processors Association (AQIP) is composed of 40 industrial members from Gaspésie, the Magdalen islands and the North Shore (of the St. Lawrence River); it also represents more than 80% of the volume of marine products processed in Quebec. The AQIP contributes to improve factory productivity and the commercialization of marine products, in addition to look after the interests of its members when new government policies are developed. The AQIP is the preferred medium for processors' claim among all those concerned in commercial fishing in Quebec.*

### SEAFOOD PRODUCERS ASSOCIATION OF NOVA SCOTIA

P.O. Box 991  
Dartmouth, NS  
B2Y 3Z6

Contact: Roger Stirling, President

Telephone: 902-463-7790

Fax: 902-469-8294

*First formed in 1942, the Seafood Producers Association of Nova Scotia (SPANS) is the major trade association representing fish and seafood processors and exporters in Nova Scotia. The main objective of the Association is to promote the interests of Nova Scotia's fish and seafood processors by making effective representations to appropriate government departments. Member companies are constantly advised of current developments affecting the industry, such as fisheries policy initiatives, proposed legislation, amendments to regulations, trade treaties and disputes, statistics and items of general interest. Activities affecting the production, transportation and marketing of member's products also receive the association's attention. SPANS represents the Nova Scotia industry on the Fisheries Council of Canada (FCC)*

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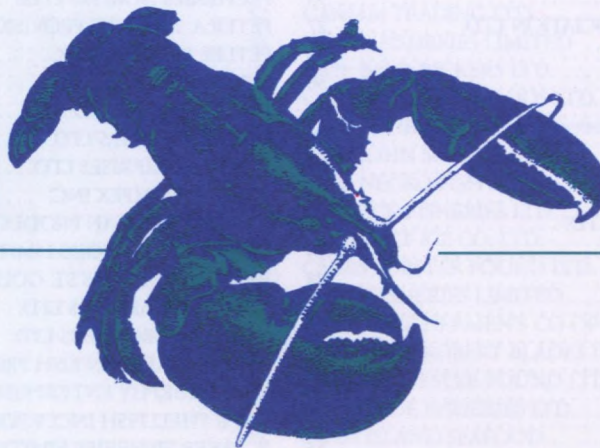
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