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**A MARKET STUDY OF MAJOR PURCHASERS OF
FROZEN FISH AND SHELLFISH FOR THE
FOODSERVICE SECTOR IN THE UNITED STATES**

Study Compiled for the Fisheries and
Fish Products Division,
Department of External Affairs
Ottawa, Canada

March, 1987

VOLUME II

This report has been prepared
under contract by
F. Smiley & Associates, Inc.
of Oldsmar, Florida

43-259-978

Dept. of External Affairs
Min. des Affaires extérieures

NOV 1 1991

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WHOLESALE/DISTRIBUTOR

J & B WHOLESALE
P.O. Box 212
St. Michael, Minnesota 55362

PHONE: 612-497-3913

CONTACT: Mark Dehmer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF
Ocean Perch - 5# Cello
Pollock - 5# Cello, IQF
Salmon - IQF

Frozen Shellfish:

None

PURCHASE FROM?

New Zealand, Others

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

St. Michael, Minnesota

COMMENTS?

"All guidelines would be set after our company gets acquainted with supplier."

WHOLESALER/DISTRIBUTOR

JARRELL & REA, INC.
1422 Smallman Street
Pittsburgh, Pennsylvania 15222

PHONE: 412-261-1420

CONTACT: Marie Ruggerio

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack
Flounder - 5# Cello, 10# Layer Pack
Haddock - 5# Cello, 10# Layer Pack
Ocean Perch - 5# Cello, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - 53 Cello
Snow Crab Clusters - IQF
Snow Crab Cocktail Clusters - IQF

PURCHASE FROM?

Argentina, China, Denmark, Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Pittsburgh, Pennsylvania

COMMENTS?

"Most important is top quality for products from Canada."

WHOLESALE/DISTRIBUTOR

JOHN'S PASS
1601 S. Atlanta Avenue
Orlando, Florida 32804

PHONE: 305-843-1980

FAX: 813-843-2714

CONTACT: Tom Kappes, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack
Flounder - 53 Cello, IQF, 10# Layer Pack
Haddock - 53 Cello, 10# Layer Pack, Shatter Pack
Ocean Perch - 5# Cello
Pollock - 5# Cello, 10# Layer Pack
Salmon - Vacuum Sealed Bags
Trout - Vacuum Sealed Bags
Sole - IQF
Turbot - IQF, Layer Pack

Frozen Shellfish:

Mussels - IQF
Sea Scallops - IQF
Lobster Meat - Canned, Blocks
Snow Crab Clusters - Canned, Blocks
Snow Crab Cocktail Claws - Canned & Frozen Blocks
Snow Crab Meat - Canned & Frozen Blocks
Other Crab Products - Canned & Frozen Blocks

PURCHASE FROM?

"All over the world."

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

JOHN'S PASS
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WAREHOUSE LOCATIONS?

Orlando, Florida

COMMENTS?

"We need 30 day-payment arrangement as payment comes from Sara Lee. We are owned by Sara Lee."

CHAIN RESTAURANT OPERATOR

K-MART CORPORATION
3100 West Big Beaver Road
Troy, Michigan 48084

PHONE: 313-643-1000

CONTACT: Mr. R. C. Krug, Dir. Food Operations

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Cod - IQF
Haddock - IQF

Frozen Shellfish:
None

PURCHASE FROM?

Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Mr. Krug. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Throughout U.S.

COMMENTS?

"For Canadian processors, quality would be the most important factor."

WHOLESALER/DISTRIBUTOR

BEN E. KEITH CO., INC.
2149 Cottonwood
Abilene, Texas 79601

PHONE: 915-677-5271

CONTACT: Jim Geiger

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Shatter Pack
Flounder - Shatter Pack
Ocean Catfish - 5# Cello, Blocks
Sole - Shatter Pack

Frozen Shellfish:

Snow Crab Meat
Other Crab Products - IQF

PURCHASE FROM?

Alaska, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Jim Geiger direct. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Abilene, Texas

COMMENTS?

None

WHOLESALE/DISTRIBUTOR

BEN E. KEITH CO., INC.
600 East 9th
P.O. Box 2628
Fort Worth, Texas 76113

PHONE: 817-332-9171

KEY CONTACT: Don Oatman, Buyer Seafood, Meat

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Ocean Catfish - Blocks
Ocean Perch - 5# Cello
Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Salmon - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - Gallon Cans
Snow Crab Clusters - Blocks
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks (combo)

PURCHASE FROM?

Canada, Denmark, Iceland, Norway, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BEN E. KEITH CO.
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BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Amarillo and Abilene, Texas

COMMENTS?

"We look for good quality at low prices."

WHOLESALER/DISTRIBUTOR

BEN E. KEITH CO., INC.
2100 Spruce
Amarillo, Texas 79105

PHONE: 806-376-6257

KEY CONTACT: Bobby Lambright; Buyer, Food, Dairy, Meat

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Blocks
Ocean Catfish - 5# Cello - Blocks

Frozen Shellfish:

Sea Scallops - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks
Other Crab Products - IQF (King Legs)

PURCHASE FROM?

Canada, Norway

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Amarillo, Texas

COMMENTS?

"Need to talk with corporate headquarters to set up guidelines for new supplier."

WHOLESALER/DISTRIBUTOR

KINERET FOODS CORPORATION

24 Jericho Turnpike
Jericho, New York 11753

PHONE: 516-333-2626

TELEX: 4990711

CONTACT: Reuvin Jacobs

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF, Shatter Pack, Blocks
Flounder - IQF, Shatter Pack, Blocks
Pollock - IQF, Shatter Pack, Blocks

Frozen Shellfish:

None

PURCHASE FROM?

Denmark, Korea, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Jericho, New York

COMMENTS?

None

TRADER

BEN KOZLOFF, INC.
35 East Wacker Drive
Chicago, Illinois 60601

PHONE: 800-621-1036

CONTACT: Hugh Wilkerson

APPROXIMATE ANNUAL SALES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Shatter Pack
Flounder - 5# Cello, Shatter Pack
Haddock - 5# Cello, Shatter Pack
Ocean Catfish - 5# Cello, Shatter Pack
Ocean Perch - 5# Cello, Shatter Pack
Pollock - 5# Cello, Shatter Pack
Salmon - 5# Cello, Shatter Pack
Trout - 5# Cello, Shatter Pack
Sole - 5# Cello, Shatter Pack
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops
Lobster Meat (Various)
Snow Crab Clusters
Snow Crab Cocktail Claws
Other Crab Products - IQF (Legs)

PURCHASE FROM?

Worldwide

HAVE OWN PRIVATE LABEL?

No

WILLING TO TRY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

BEN KOZLOFF, INC.
Page 2

WAREHOUSE LOCATIONS?

Boston

COMMENTS?

"They can call [Mr. Wilkerson] direct."

WHOLESALE/DISTRIBUTOR

KRAFT McCALLUN
4401 NE 53 Road
Gainesville, Florida 32602

PHONE: 904-378-1517

CONTACT: W. S. McRag

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - IQF
Ocean Perch - 5# Cello
Pollock - 10# Layer Pack
Trout - IQF
Sole - IQF
Turbot - IQF, Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks
Other Crab Products - IQF

PURCHASE FROM?

Brazil, Canada, Ecuador, Iceland, Japan

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gainesville, Florida

KRAFT McCALLUN
Page 2

COMMENTS?

"We require good quality -- that's it!"

WHOLESALE/DISTRIBUTOR

KRAFT/McMAHON FOOD CO., INC.
9200 E. 146th Street
Noblesville, Indiana 46060

PHONE: 317-773-2290

KEY CONTACT: Brian Moore

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Haddock - IQF
Ocean Catfish - 5# Cello
Ocean Perch - 5# Cello
Sole - IQF

Frozen Shellfish:

Snow Crab Clusters - IQF
Crab Products - Legs

PURCHASE FROM?

Canada, Denmark, Alaska

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Noblesville, Indiana

COMMENTS?

"Require quality consistency. Right now is not time to talk about prices. Name changed: McMahon Food Co. to Kraft/McMahon Food Co."

WHOLESALE/DISTRIBUTOR

KRAFT ROSENBLUM INC.
P.O. Box 1007
North Bergen, New Jersey 07047

PHONE: 201-854-1100

KEY CONTACT: Mr. Sandy Lazarowics, Buyer Frozen

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant." -

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello, IQF
Pollock - 5# Cello - 10# Shatter Pack
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - 5# Cello
Lobster Meat - Can
Snow Crab Clusters - 5# Cello
Snow Crab Cocktail Claws - Blocks
Snow Crab Meat - 5# Cello

PURCHASE FROM?

Canada, Denmark, Iceland, Norway

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

North Bergen, New Jersey

COMMENTS?

"Quality must be good! Name changed from J. Rosenblum to Kraft Rosenblum Inc."

WHOLESALE/DISTRIBUTOR

LADY BALTIMORE OF MISSOURI
4550 W. Maple
Springfield, Missouri 65802

PHONE: 417-866-0766

KEY CONTACT: Murphy Courtney, Dir. Purchasing Meat, Seafood

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello

Ocean Catfish - 5# Cello

Frozen Shellfish:

None

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Springfield, Missouri

COMMENTS?

"We would like product to be available."

WHOLESALER/DISTRIBUTOR

LIEBER FOODS, INC.
933 Lee Street, Building C
Atlanta, Georgia 30310

PHONE: 404-752-5102

CONTACT: Jody Ready, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF, 10# Layer Pack, Shatter Pack
Flounder - IQF, 10# Layer Pack, Shatter Pack
Haddock - 5# Cello, IQF, 10# Layer Pack
Ocean Catfish - 5# Cello, 10# Layer Pack
Salmon - 10# Layer Pack
Sole - IQF, 10# Layer Pack, Shatter Pack

Frozen Shellfish:

Mussels - 22 lb. cases
Sea Scallops - 5# Cello, 10# Layer Pack
Lobster Meat - Canned
Snow Crab Clusters - 20 lb. cases
Snow Crab Cocktail Claws - 10-25 10's
Other Crab Products

PURCHASE FROM?

Canada, New Zealand

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Atlanta

LIEBER FOODS, INC.

Page 2

COMMENTS?

"We need to see sample of products. Lieber Foods is a small buyer of frozens at present, but with supplies of fresh becoming more scarce, we might increase purchases."

WHOLESALE/DISTRIBUTOR

LIGHTHOUSE, INC.
P.O. Box 1802
Dublin, Ohio 43017

PHONE: 614-761-8771

CONTACT: Van Johnson, General Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF
Flounder - IQF
Haddock - IQF
Ocean Catfish - IQF
Ocean Perch - IQF
Pollock - IQF
Salmon - IQF
Sole - IQF
Turbot - IQF

Frozen Shellfish:

None

PURCHASE FROM?

Greenland, Canada, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston or Columbus, Ohio

WHOLESALE/DISTRIBUTOR

L.M. SANDLER AND SONS, INC.
1225 Diamond Springs Road
Virginia Beach, Virginia 23455

PHONE: 804-464-3551

CONTACT: Lenny Bernstein

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack
Flounder - 5E Cello, IQF, 10# Layer Pack
Haddock - 5# Cello, IQF, 10# Layer Pack
Ocean Catfish - 10# Layer Pack
Ocean Perch - 5# Cello, IQF, 10# Layer Pack
Pollock - 5# Cello
Salmon - IQF
Trout - 10# Layer Pack
Sole - 5# Cello, IQF, 10# Layer Pack
Turbot - 5# Cello, IQF, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - Canned
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks
Other Crab Products - (King) IQF, Blocks,

PURCHASE FROM?

All over the world.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

L.M. SANDLER AND SONS
Page 2

WAREHOUSE LOCATIONS?

Virginia Beach, Virginia

COMMENTS?

"Product guidelines include service requirements,
quality control restrictions, price, etc."

WHOLESALE/DISTRIBUTOR

LONG BEACH ENTERPRISES, INC.
12319 Florence Avenue
Santa Fe Springs, California 90670

PHONE: 213-944-8945
TELEX: 691342 LNGBCH-ENT.

CONTACT: Mr. Ty Tran, Controller

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello
Pollock - 5# Cello
Salmon - Whole Alaska
Sole - 4/5
Turbot - 1/10

Frozen Shellfish:

Sea Scallops - 10/5
Snow Crab Meat - 10/5

PURCHASE FROM?

Australia, Taiwan, Japan, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Los Angeles

COMMENTS?

None

WHOLESALE/DISTRIBUTOR

MALONEY SEAFOOD CORP.
235 Northern Avenue
Boston, Massachusetts 02210

PHONE: 617-426-5400

CONTACT: Thomas Maloney, Exec. V.P.

APPROXIMATE ANNUAL SALES (US \$)

\$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack, Shatter Pack, Blocks
Flounder - IQF, 10# Layer Pack, Shatter Pack,
Blocks
Ocean Catfish - 10# Layer Pack, Shatter Pack,
Blocks
Ocean Perch - 10# Layer Pack, Shatter Pack, Blocks
Pollock - 10# Layer Pack, Shatter Pack, Blocks
Sole - IQF, 10# Layer Pack, Shatter Pack, Blocks
Turbot - IQF, 10# Layer Pack, Shatter Pack, Blocks

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Canned
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Canada, Holland, Japan, Denmark

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, Massachusetts

MALONEY SEAFOOD CORP.
Page 2

COMMENTS?

"We require good quality!"

CHAIN RESTAURANT/CONTRACT FEEDER

MARRIOTT CORPORATION
1 Marriott Drive, Dept. 825.11
Washington, D.C. 20058

PHONE: 301-897-1700

CONTACT: Robert E. Arnold, Corporate Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack
Flounder - 5# Cello, 10# Layer Pack
Haddock - 5# Cello, 10# Layer Pack
Ocean Perch - 5# Cello, 10# Layer Pack
Salmon - Cryovac Steaks and Fillets
Sole - 5# Cello, 10# Layer Pack
Turbot - 5# Cello, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Blocks
Snow Crab Cocktail Claws - IQF

PURCHASE FROM?

Denmark, Holland, Iceland, Korea, New Zealand,
Norway, U.S., Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Master distributors take possession of product for
Marriott.

MARRIOTT COPORATION
Page 2

COMMENTS?

"Marriott requires top service, consistency of supply, competitive pricing and excellent quality. Contact Robert Arnold at Marriott for information relative to selling either Host International, Inc. or Saga."

PROCESSOR

MASSACHUSETTS COASTAL SEAFOODS
P.O. Box 77
Magnolia, Massachusetts 01930

PHONE: 617-283-6060

CONTACT: Mike Kobi, President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Blocks
Flounder - Blocks
Haddock - Blocks
Ocean Catfish - Blocks
Ocean Perch - Blocks
Pollock - Blocks
Sole - Blocks
Turbot - Blocks

Frozen Shellfish:

None

PURCHASE FROM?

"Wherever we can from around the world."

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Various

COMMENTS?

None

CHAIN RESTAURANT OPERATOR

(MANOR CARE) QUALITY INNS INTERNATIONAL, INC.
10750 Columbia Pike
Silver Spring, Maryland 20901

PHONE: 301-593-5600

CONTACT: Jim Hoffmaster

APPROXIMATE ANNUAL SALES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - 5# Cello

Frozen Shellfish:
None

PURCHASE FROM?

Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO TRY PROCESSOR LABEL?

Yes

BUY DIRECT?

Would buy direct but must go through distributor.

WAREHOUSE LOCATIONS?

Various distributors - all over U.S.

COMMENTS?

"Must have very good quality."

WHOLESALE/DISTRIBUTOR

MAYFLOWER INTERNATIONAL
65 Main Street - P.O. Box 1770
Gloucester, Massachusetts 01930

PHONE: 617-281-2320
TELEX: 200243 MAYFL-UR

CONTACT: William Quinby, President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - 5# Cello
Pollock - Salted
Salmon - Headed & Gutted

Frozen Shellfish:
None

PURCHASE FROM?

Canada, South America

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston

COMMENTS?

"We expect good quality! (Previously Joint Trawlers
'North America' Ltd.)"

McINERNEY MILLER BROTHERS
Page 2

COMMENTS?

"Guidelines will be discussed with individual Canadian processors."

WHOLESALE/DISTRIBUTOR

MERRITT SEAFOOD, INC.
540 NE 26 Court
Pompano Beach, Florida 33062

PHONE: 305-941-6174 (toll free 800-327-1185)
TELEX: 293945

CONTACT: Don Newell, Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
None

PURCHASE FROM?

No one yet

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Pompano Beach, Florida

COMMENTS?

"Want top of the line quality. 'Correct' packaging.
Buying swordfish and tuna only now. Contact after April
1, 1987 for frozen seafood purchases."

PROCESSOR

MIDSHIP SEAFOOD, INC.
5 State Fish Pier
P.O. Box 644
Gloucester, Massachusetts 01930

PHONE: 617-281-4004

CONTACT: Mr. Bill Stride

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF, Shatter Pack
Flounder - IQF, Shatter Pack
Haddock - IQF, Shatter Pack
Ocean Perch - IQF, Shatter Pack
Pollock - 5# Cello, Blocks
Sole - IQF, 10# Layer Pack
Turbot - IQF

Frozen Shellfish:

Sea Scallops - Blocks

PURCHASE FROM?

Japan, Korea, Other

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gloucester, Massachusetts

WHOLESALE/DISTRIBUTOR

MIESEL/SYSCO FOOD SERVICES CO.
41600 Van Burn Road
Canton, Michigan 49232

PHONE: 313-397-7990

CONTACT: Randy Church

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello
Haddock - 53 Cello
Ocean Perch - 5# Cello
Salmon - 10# Layer Pack
Trout - 5# Cello
Sole - 20# Boxes

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Blocks
Snow Crab Clusters - 5# Cello, 20# Blocks
Snow Crab Cocktail Claws - 53 Cello
Snow Crab Meat
Other Crab Products (King) - 20# Boxes

PURCHASE FROM?

Many countries.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Various

WHOLESALE/DISTRIBUTOR

PYA/MONARCH, INC.
625 Nutmeg Road
So. Windsor, Connecticut 06074

PHONE: 203-282-0101

KEY CONTACT: Joan Stinchfield,
Maryland Office
301-796-5617
Tim Lee, Purchasing Agent
Northeast Division

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack
Flounder - 5# Cello, 10# Layer Pack
Haddock - 5# Cello, 10# Layer Pack
Pollock - 5# Cello, 10# Layer Pack
Salmon - 5# Cello, 10# Layer Pack
Trout - 5# Cello, 10# Layer Pack
Sole - 5# Cello, 10# Layer Pack
Turbot - 5# Cell, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - 5# Cello
Lobster Meat - 2-1/2# Cello
Snow Crab Clusters - 5# Cello
Snow Crab Meat - 5# Cello
Other Crab Products - 5# Cello

PURCHASE FROM?

Brazil, Canada, Iceland

HAVE OWN PRIVATE LABEL?

Yes

BUY DIRECT?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

PYA / MONARCH, INC.

Page 2

WAREHOUSE LOCATIONS?

Hartford, Connecticut; Boston, Little Rock, Arkansas

COMMENTS?

"If Canadian company to supply, want 100% service. Do not want to 'play games.' Expect 1-A quality - only the best quality. Need consistency of product. It is important how the product is packed -- appearance, texture, taste. Standard industry packing is alright. Nothing more than 60 pounds in a case."

WHOLESALE/DISTRIBUTOR

MORCO DISTRIBUTORS
Division of Morrison, Inc.
5205 South Lois Avenue
Tampa, Florida 33681-3466

PHONE: 813-839-8471

KEY CONTACT: Mr. Gonzales

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Blocks
Flounder 10# Layer Pack
Haddock - IQF, Blocks
Ocean Perch - 10# Layer Pack
Sole - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - Blocks
Snow Crab Meat - Blocks

PURCHASE FROM?

Canada, Alaska, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Georgia, Tennessee, Mississippi, Florida

COMMENTS?

"Must sample the product. Mr. Gonzales is the key buyer for all Morco Food Distributors."

WHOLESALE/DISTRIBUTOR

MORENA COLD STORAGE
1004 Morena Boulevard
San Diego, California 92110

PHONE: 699-299-5900

CONTACT: Mario Busalacchi, Treasurer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Shatter Pack
Flounder - Shatter Pack
Haddock - Shatter Pack
Ocean Perch - IQF
Pollock - Shatter Pack
Salmon - IQF
Trout - IQF
Sole - Shatter Pack
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - 5# Cello
Snow Crab Clusters - 20#
Snow Crab Cocktail Claws - 2.5#
Snow Crab Meat - 5# Cello
Other Crab Products - 5# Cello

PURCHASE FROM?

U.S., Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Mario Busalacchi direct. May wish to buy through intermediary.

MORENA COLD STORAGE
Page 2

WAREHOUSE LOCATIONS?

San Diego

COMMENTS?

"30-day billing.~

PROCESSOR

MRS. PAUL'S KITCHENS, INC.
5830 Henry Avenue
Philadelphia, Pennsylvania 19128

PHONE: 215-535-1151

CONTACT: Edward H. Zeaser, V.P. Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF, Blocks
Flounder - IQF, Blocks
Haddock - IQF, Blocks
Ocean Catfish - IQF
Ocean Perch - IQF, Blocks
Pollock - IQF, Blocks
Sole - IQF, Blocks
Whiting - Blocks

Frozen Shellfish:

None

PURCHASE FROM?

Iceland, Japan, Canada, Chile, Denmark, Holland,
Korea, Norway, Uruguay, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

NO

BUY DIRECT?

Ues

WAREHOUSE LOCATIONS?

Various

MRS. PAUL'S KITCHENS, INC.
Page 2

COMMENTS:

"Require product which represents fair market value.
Purchase skinless, boneless, good flavor, good texture.
Consistent quality is a must!"

WHOLESALER/DISTRIBUTOR

JOHN NAGEL CO.
306 Northern Avenue
Boston, Massachusetts 02210

PHONE: 617-542-9418

CONTACT: Charlie Nagel

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 54# Cello, Shatter Pack, Blocks
Flounder - IQF, Shatter Pack
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Ocean Catfish - 10# Layer Pack, Shatter Pack,
Ocean Perch - Shatter Pack
Pollock - 5# Cello, Shatter Pack, Blocks
Salmon - Shatter Pack
Sole - IQF, 10# Layer Pack, Shatter Pack
Turbot - IQF, Shatter Pack

Frozen Shellfish:

Sea Scallops

PURCHASE FROM?

Brazil, Chile, Denmark, England, Norway, Uruguay,
Spain, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston

JOHN NAGEL CO.
Page 2

COMMENTS?

"We insist on good quality!"

WHOLESALE/DISTRIBUTOR

NIFDA, INC.
P.O. Box 724945
Atlanta, Georgia 19936

PHONE: 404-952-0871

KEY CONTACT: R. B. Roebuck

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Very near \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Ocean Perch - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Salmon - IQF, 10# Layer Pack
Trout - IQF
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks

Frozen Shellfish:

Sea Scallops - IQF

PURCHASE FROM?

Canada, Iceland, Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Kansas City

NIFDA, INC.
Page 2

COMMENTS?

"Financial responsibility. Right now we're between 40-
\$50 million. We're pushing to \$50 million plus this
year."

WHOLESALE/DISTRIBUTOR

NATIONAL FISH & SEAFOOD, INC.
70-21 Roger Street
Gloucester, Massachusetts 01930

PHONE: 800-343-8262
TELEX: 951481 NATFISH

CONTACT: Jim LeBoeuf

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Ocean Catfish - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Ocean Perch - 53 Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Turbot - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - 10 oz. Tubs
Snow Crab Clusters - Bulk
Snow Crab Cocktail Claws - #2 Bags
Snow Crab Meat - Blocks

PURCHASE FROM?

Argentina, Canada, Iceland, Japan, Korea, Norway

HAVE OWN PRIVATE LABEL?

Yes

NATIONAL FISH & SEAFOOD, INC.
Page 2

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gloucester, Massachusetts

COMMENTS?

"Canadian suppliers must have top-notch quality if they want to charge top-notch prices."

WHOLESALE/DISTRIBUTOR

OCEAN FISH COMPANY, INC.
70 East Main Street
Bridgeport, Connecticut 06608.

PHONE: 203-333-5118

CONTACT: Bob Jones

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF

Haddock - IQF

Turbot - IQF

Frozen Shellfish:

Snow Crab Meat - Blocks

PURCHASE FROM?

U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

"Contact Bob Jones direct. May wish to buy through intermediary."

WAREHOUSE LOCATIONS?

Bridgeport, Connecticut

COMMENTS?

"No real guidelines. Product has to weigh a certain amount or there will be problems with the shipping."

PROCESSOR

OCEANSIDE FISHERIES INTERNATIONAL
P.O. Box 161
Gloucester, Massachusetts 01930

PHONE: 617-283-5006

CONTACT: Joe Frontiera

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack, Blocks
Flounder - 10# Layer Pack, Shatter Pack, Blocks
Haddock - 10# Layer Pack, Blocks
Ocean Catfish - Blocks
Pollock - 5# Cello
Sole - 10# Layer Pack, Blocks
Turbot, 10# Layer Pack, Blocks

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - Vacuum Bags
Snow Crab Clusters - 5# Cello
Snow Crab Cocktail Claws - 5# Cello
Snow Crab Meat - Vacuum Bags
Other Crab Products - Blocks

PURCHASE FROM?

Argentina, Canada, Chile, Iceland, Uruguay

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gloucester, Massachusetts

OCEANSIDE FISHERIES INTERNATIONAL

Page 2

COMMENTS?

"Labeling should have country of origin, company name and address, net weight in kilograms and pounds."

WHOLESALE/DISTRIBUTOR

O'DONNELL-USEN FISHERIES CORP.

255 Northern Avenue
Boston, Massachusetts 02210

PHONE: 617-542-2700

CONTACT: David Bollival

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack, Blocks
Flounder - 5# Cello, 10# Layer Pack, Blocks
Haddock - 5# Cello, 10# Layer Pack, Blocks
Ocean Catfish - 5# Cello, Blocks
Ocean Perch - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks

Frozen Shellfish:

Sea Scallops - 5# Cello, Blocks
Snow Crab Clusters - 5# Cello, Blocks

PURCHASE FROM?

Canada, Denmark, Iceland, Japan, Korea, Norway,
Scotland, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gloucester, Massachusetts

O'DONNELL-USEN FISHERIES CORP.
Page 2

COMMENTS?

"Canada has to have good quality."

WHOLESALER/DISTRIBUTOR

PACIFIC AMERICAN FISH CO., INC.
830 E. Sixth Street
Los Angeles, California 90021

PHONE: 213-623-2982
TELEX: 67269

KEY CONTACT: Peter Huh, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello
Ocean Perch - Shatter Pack
Pollock - 5# Cello
Salmon - IQF
Sole - Shatter Pack
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - 5# Cello, Blocks
Lobster Meat - IQF
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - IQF
Other Crab Products - IQF

PURCHASE FROM?

Chile, Japan, Panama, Others

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

PACIFIC AMERICAN FISH CO., INC.
Page 2

WAREHOUSE LOCATIONS?

Astro Storage, Los Angeles

COMMENTS?

"We require good quality control. How fish was caught-how long on boat. What type of fish, etc. Must meet packaging requirements."

WHOLESALE/DISTRIBUTOR

PACIFIC CALIFORNIA FISH CO., INC.
512-514 Stanford Avenue
Los Angeles, California 90013

PHONE: 213-626-5641

KEY CONTACT: Mr. Babe Nomura, Manager, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Salmon - 5# Cello

Turbot - 10# Layer Pack, Shatter Pack

Frozen Shellfish:

Sea Scallops - 5# Cello

Snow Crab Clusters - IQF

Snow Crab Cocktail Claws - IQF

Snow Crab Meat - IQF

Other Crab Products - IQF

PURCHASE FROM?

U.S., Canada (if they can get supply.)

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

L.A. Cold Storage - Los Angeles

COMMENTS?

"We need 60-day payment without interest charge. Require top quality on everything."

WHOLESALE/DISTRIBUTOR

PEEKAY (USA), INC.
P.O. box 22968
Fort Lauderdale, Florida 33335

PHONE: 305-467-0823
TELEX: 159008 ORIENT

CONTACT: Dilip Nersian

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
Sea Scallops - Blocks

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, Miami and Fort Lauderdale

COMMENTS?

"What is important to us is weight, quality, and price."

WHOLESALE/DISTRIBUTOR

PEGLER - SYSCO FOOD SERVICES CO.

1700 Center Park Road
Lincoln, Nebraska 68501

PHONE: 402-423-1031

CONTACT: Tom Rivett

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Haddock - 5# Cello
Ocean Catfish - 5# Cello
Ocean Perch - 5# Cello
Pollock - 5# Cello
Salmon - 5# Cello
Trout - 5# Cello
Sole - 5# Cello
Turbot - 5# Cello

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - IQF
Snow Crab Clusters - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Canada, Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston

PEGLER-SYSCO FOOD SERVICES CO.

Page 2

COMMENTS?

"A lot of product has quality control specs out of headquarters in Houston, Texas. But for the most part, Canada can call me direct if the products meets the specifications."

WHOLESALE/DISTRIBUTOR

PENTECOST BROTHERS, INC.
1000 W. Carroll Avenue
Chicago, Illinois 60607-1298

PHONE: 312-372-8992

CONTACT: Bill Hoppe, Vice President Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack
Ocean Catfish - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack
Ocean Perch - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack
Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack
Salmon - IQF
Trout - 5# Cello, IQF, 10# Layer Pack, Shatter Pack
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack
Turbot - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack

Frozen Shellfish:

Mussels - 5# Cello, IQF
Sea Scallops - 5# Cello, IQF
Lobster Meat - 5# Cello, IQF
Snow Crab Clusters - 5# Cello, IQF
Snow Crab Cocktail Claws - 5# Cello, IQF
Snow Crab Meat - 5# Cello, IQF

PURCHASE FROM?

Australia, Iceland, Alaska, Others

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

PENTECOST BROTHERS, INC.

Page 2

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

"Our firm only."

COMMENTS?

"Good quality is most important."

CHAIN STORE OPERATOR

PICCADILLY CAFETERIAS, INC.
3232 Sherwood Forest Boulevard
Baton Rouge, Louisiana 70821

PHONE: 504-293-9448

KEY CONTACT: William Schwarting, Exec. V.P., Technical

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Cod - 10# Layer Pack
Haddock - 10# Layer Pack

Frozen Shellfish:
None

PURCHASE FROM?

Iceland

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY TRY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Various distributors.

COMMENTS?

None

CHAIN RESTAURANT OPERATOR

PONDEROSA, INC.
P.O. Box 578
Dayton, Ohio 43401

PHONE: 313-454-2400

CONTACT: Scott Wintrow, Seafood Purchasing Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF Breaded Portions
Haddock - (Considering)
Pollock - (Considering)
Salmon - 10# Layer Pack
Trout - 30# Layer Pack

Frozen Shellfish:

Snow Crab Clusters - Bulk

PURCHASE FROM?

Australia, Canada, Caribbean, China, Ecuador,
Iceland, Indonesia, Japan, Taiwan, Thailand, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Indianapolis, Indiana

COMMENTS?

"Most interested in availability of product.
Consist supply and quality vital. Must meet our
specs. Review all product in our lab."

WHOLESALER/DISTRIBUTOR

PORTER FOODS/DIV. OF MONARCH
2200 Commercial Street
Little Rock, Arkansas 72206

PHONE: 501-375-3282

KEY CONTACT: David Kline: 301-796-5617 - Div. of Monarch.
(All purchasing ultimately out of So. Carolina)

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - Shatter Pack
Haddock - 5# Cello
Ocean Perch - 10# Layer Pack
Pollock - 5# Cello
Salmon - 5# Cello
Trout - 5# Cello
Sole - Shatter Pack
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - 2# Cello
Snow Crab Clusters - 20# Special Pack
Snow Crab Meat - 6# Cello

PURCHASE FROM?

All over the world, depending on product.

HAVE OWN PRIVATE LABEL?

Yes, on some items.

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

PORTER FOODS/DIV. OF MONARCH
Page 2

WAREHOUSE LOCATIONS?

Nationwide

COMMENTS?

"Would need to go through Greenville, So. Carolina
purchasing department. Liability coverage insurance
indemnity form."

WHOLESALE/DISTRIBUTOR

PUERINGER DISTRIBUTING, INC.
Rosewood Industrial Park
Rice, Minnesota 56356_

PHONE: 612-393-2060

KEY CONTACT: John Terhaar,
Asst. Buyer Paper, Seafood, Specialty

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - Shatter Pack
Pollock - Shatter Pack

Frozen Shellfish:
None

PURCHASE FROM?

Alaska, Maryland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Rice, Minnesota

COMMENTS?

"Would like to be able to just get product!"

WHOLESALE/DISTRIBUTOR

QUALITY FOODS INC.
4902 Asher Avenue
Little Rock, Arkansas 72204

PHONE: 501-568-3141

CONTACT: Jeff Elliott

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Haddock - 5# Cello
Ocean Catfish - 5# Cello
Ocean Perch - 5# Cello
Trout - IQF
Sole - 5# Cello, 10# Layer Pack

Frozen Shellfish:

Sea Scallops IQF
Snow Crab Clusters - 10# Layer Pack
Snow Crab Meat - Blocks

PURCHASE FROM?

Various

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Company does not buy enough seafood to buy direct, but
Canada can call Mr. Elliott if they like.

WAREHOUSE LOCATIONS?

COMMENTS?

None

WHOLESALE/DISTRIBUTOR

QUEEN OF THE OCEAN, INC.
147-07 94th Avenue
Jamaica, New York 11435

PHONE: 718-291-4000

CONTACT: Richie Aro

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Mussels - IQF
Sea Scallops - Blocks
Lobster Meat - Canned
Snow Crab Clusters - Blocks
Snow Crab Cocktail Claws - Blocks
Snow Crab Meat - Blocks

PURCHASE FROM?

All over the world.

HAVE OWN PRIVATE LABEL?

Yes

QUEEN OF THE OCEAN, INC.
Page 2

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

New York, New Jersey, Boston

COMMENTS?

"Will outline purchase guidelines after start of
business discussions with Canadian suppliers."

CHAIN RESTAURANT OPERATOR

RED LOBSTER INNS OF AMERICA
6770 Lake Ellenor Drive
Orlando, Florida 32809

PHONE: 305-851-0370

CONTACT: Jim Salmon, Director of Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF, Shatter Pack, 10# Layer Pack

Flounder - IQF, Shatter Pack

Haddock - 10# Layer Pack

Ocean Perch - IQF, 10# Layer Pack

Pollock - IQF, 10# Layer Pack

Salmon - 10# Layer Pack

Sole - IQF, Shatter Pack

Turbot - Shatter Pack, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - IQF, Bulk

Snow Crab Clusters - IQF, Bulk

Snow Crab Cocktail Claws - Bulk

PURCHASE FROM?

Brazil, Caribbean, Chile, Greenland, Iceland,
Norway, Korea, Ecuador, Canada, Ireland, Indonesia
Taiwan, New Zealand, U.S., Thailand

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Florida

RED LOBSTER INNS OF AMERICA
Page 2

COMMENTS?

"From a standard standpoint, quality of product has to meet our established specifications. We will test on our premises and visit facilities."

WHOLESALE/DISTRIBUTOR

REINHART INSTITUTIONAL FOODS

1500 St. James Street
LaCrosse, Wisconsin 54601

PHONE: 608-782-2660

KEY CONTACT: Tom Gilbert

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Haddock - 5# Cello
Ocean Perch - 5# Cello
Pollock - 5# Cello, Shatter Pack

Frozen Shellfish:

Sea Scallops - 5# Cello
Lobster Meat - 5# Cello
Snow Crab Clusters - Bulk
Crab Products - Bulk

PURCHASE FROM?

Canada, Iceland, Japan, Taiwan, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Louisiana and California

COMMENTS?

"We would have to know there was some type of
foodservice inspections."

WHOLESALE/DISTRIBUTOR

RITTER FOODS CORPORATION
740 Doud Avenue
Elizabeth, New Jersey 07201

PHONE: 201-558-2700

CONTACT: Vincent Spagnuolo

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello, IQF
Ocean Perch - 5# Cello
Salmon - IQF
Trout - IQF
Turbot - IQF

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Tins
Snow Crab Meat - Blocks

PURCHASE FROM?

Greenland, Alaska, Japan, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Mr. Spagnuolo direct. May wish to buy
through intermediary.

WAREHOUSE LOCATIONS?

Elizabeth, New Jersey

RITTER FOOD COPORATION
Page 2

COMMENTS?

"Service is the most important thing to us. You'll
have to write to me. I get too many phone calls."

WHOLESALE/DISTRIBUTOR

ROANOKE RESTAURANT SERVICE, INC.

145 Hammit Lane
Salme, Virginia 24153

PHONE: 703-387-1151

CONTACT: Bob Early, Buyer Seafood, Fresh Meats

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod -10# Layer Pack
Flounder - 10# Layer Pack
Ocean Perch - 5# Cello
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - Blocks

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Bob Early direct. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Salem, Virginia

COMMENTS?

"Canada usually tells us what to buy and what we have to pay for it."

CHAIN RESTAURANT OPERATORS

S & A RESTAURANT CORP.
6606 LBJ Freeway
Dallas, Texas 75240

PHONE: 214-960-5000
TELEX: 9108605360 STEAK ALE

CONTACT: Kay Farrell, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific number - estimate "significant"

PRESENTLY PURCHASE:

Frozen Fish:
Pollock - IQF

Frozen Shellfish:
Sea Scallops - Blocks

PURCHASE FROM?

Australia, New Zealand, Other

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Various around U.S.

COMMENTS?

"Expect good business practices."

(S & A is Steak & Ale Restaurant Group owned by
Pillsbury Corporation)

WHOLESALE/DISTRIBUTOR

SALASNEK FISHERIES, INC.
2140-80 Wilkins
Detroit, Michigan 48207

PHONE: 313-567-2000
TELEX: 235470

CONTACT: Roy Phillips

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Ocean Catfish - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Ocean Perch - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Salmon - Vacuum Pack
Sole - IQF
Turbot - IQF, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - Canned
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks
Other Crab Products - Legs (individual)

PURCHASE FROM?

Australia, Brazil, Canada, Ecuador, England, Ireland,
Japan, Norway, South Africa, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO TRY PROCESSOR LABEL?

Yes

SALASNEK FISHERIES, INC.
Page 2

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Detroit, Michigan

COMMENTS?

"Must call direct to discuss guidelines."

WHOLESALE/DISTRIBUTOR

SANITARY FISHERIES & FOOD PRODUCTS

120 Wealthy Street
Grand Rapids, Michigan 49503

PHONE: 616-456-5379

CONTACT: Harry J. Visser, President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Ocean Perch - 5# Cello, Shatter Pack
Salmon - IQF
Trout - IQF
Sole - IQF

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - IQF
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Australia, Bangladesh, India, Japan, Mexico, New
Zealand, Others

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

SANITARY FISHERIES & FOOD PRODUCTS, INC.
Page 2

WAREHOUSE LOCATIONS?

Grand Rapids, Michigan

COMMENTS?

"Canadian suppliers would be expected to follow guidelines (quality control, prices, etc.)"

WHOLESALER/DISTRIBUTOR

SCHLOSS & KAHN, INC.
U.S. Highway 80 West
P.O. Box 117
Montgomery, Alabama 36195

PHONE: 205-288-3111

KEY CONTACT: Sam Schloss, President, Buyer Full Line Frozen
Foods, Canned Meat

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatterpack
Flounder - 5# Cello, 10# Layer Pack
Haddock - 5# Cello
Ocean Catfish - 5# Cello
Ocean Perch - 5# Cello
Pollock - 5# Cello, 10# Layer Pack
Salmon - IQF
Turbot - IQF

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Snow Crab Clusters - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Iceland, Japan, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Montgomery, Alabama

SCHLOSS & KAHN, INC.
Page 2

COMMENTS?

"Important: price, service and quality."

WHOLESALER/DISTRIBUTOR

SEAFOOD AMERICA
645 Mearns Road
Warminster, Pennsylvania 18974

PHONE: 215-672-2211

CONTACT: William Smith

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack
Flounder - 10# Layer Pack
Salmon - 5# Cello

Frozen Shellfish:

Mussels - IQF
Sea Scallops - Blocks
Snow Crab Clusters - IQF

PURCHASE FROM?

Alaska, Canada, Russia

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Warminster, Pennsylvania

COMMENTS?

"Call William Smith direct."

WHOLESALE/DISTRIBUTOR

SEAFOOD CENTER, INC.
136 N. Myrtle Avenue
P.O. Box 2879
Jacksonville, Florida 32203

PHONE: 904-355-6661
FAX: 904-353-0804 (Attn: Mr. Olcott)

CONTACT: Mr. Paul Combs, Vice President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Snow Crab Clusters - Blocks

PURCHASE FROM?

Argentina, Canada, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Tes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Various

SEAFOOD CENTER, INC.
Page 2

COMMENTS?

"Must adhere to quality control restrictions.

PLEASE CONTACT SOON!"

TRADER

SEA GOOD TRADING CORPORATION
5300 35 Street North
St. Petersburg, Florida 33714

PHONE: 813-527-0734
TELEX: 807988 - SEAFOOD STV

CONTACT: Mr. Frank Newburg, President/Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Jumbo
Ocean Catfish - 5# Cello
Ocean Perch - 5# Cello
Pollock - IQF, Shatter Pack
Sole - 5# Cello, IQF
Turbot - 5# Cello, IQF, Shatter Pack

Frozen Shellfish:

Sea Scallops - 5# Cello, IQF
Lobster Meat - 5# Cello, IQF

PURCHASE FROM?

Brazil, Chile, Honduras, Panama, Other

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gloucester, Massachusetts

SEA GOOD TRADING CORP.
Page 2

COMMENTS?

"Expect top quality. If they're serious, contact me."

PROCESSOR

SEA PRODUCTS COMPANY
6760 San Holdt Road
Moss Landing, California 95039

PHONE: 408-633-3365

CONTACT: Mel Wickliffe

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Shatter Pack
Flounder - Shatter Pack
Pollock - Shatter Pack
Turbot - Shatter Pack

Frozen Shellfish:

Lobster Meat - 5# Cello
Snow Crab Clusters - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Australia, Canada, Chile, Fiji Islands, Hawaii

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Los Angeles and San Francisco

COMMENTS?

"Prices must be competitive. Product must be available.
Product from Canada must be of good quality."

WHOLESALER/DISTRIBUTOR

SEATTLE SEAFOODS, INC.
3409 E. Marginal Way - Pier 24 Terminal 25
Seattle, Washington 98124

PHONE: 206682150
TELEX: 595731
FAX: 206-467-7401

CONTACT: Chris Riordan

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF (Skinless and Boneless)
Ocean Perch - IQF
Pollock - IQF (Gutted and Heads Off)
Salmon - IQF
Sole - IQF

Frozen Shellfish:

Sea Scallops - IQF
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - IQF

PURCHASE FROM?

Chile, Korea, Japan, Other

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Seattle, Washington

SEATTLE SEAFOODS, INC.
Page 2

COMMENTS?

"All usual product guidelines are required. Contact Mr. Riordon (pronounced 'Reardon') direct and FAX, Telex, or phone is alright."

WHOLESALER/DISTRIBUTOR

SEAWEST INDUSTRIES, INC.
100 Second Avenue
Edmonds, Washington 98020

PHONE: 206-771-7171
TELEX: 152623

CONTACT: Greg Sckorohod

APPROXIMATE ANNUAL SALES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - IQF

Frozen Shellfish:
Snow Crab Clusters - Blocks
Snow Crab Meat - 5# Cello

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO TRY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Bellingham, Washington

COMMENTS?

"Products must be top quality. Seawest only purchases cod and crab products because they are fishers and they fish all other species themselves. But you can contact me (Mr. Sckorohod) direct."

WHOLESALE/DISTRIBUTOR

SEAWORLD INTERNATIONAL SEAFOOD, LTD.
18 Throckmorton Lane
Old Bridge, New Jersey 08857

PHONE: 201-679-5300

CONTACT: Stephen Colamonico, President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimate "significant"

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Shatter Pack
Flounder - 5# Cello, Shatter Pack
Haddock - 5# Cello, Shatter Pack
Ocean Perch - 5# Cello, Shatter Pack
Pollock - 5# Cello, Shatter Pack
Salmon - 5# Cello, IQF, Shatter Pack
Trout - Blocks
Sole - 5# Cello, IQF, Shatter Pack
Turbot - IQF

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Snow Crab Clusters - IQF, Blocks
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

All over the world.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

All over the world.

SEAWORLD INTERNATIONAL SEAFOOD
Page 2

COMMENTS?

"Be sure to contact Mr. Colamónico."

WHOLESALER/DISTRIBUTOR

JOHN SEXTON & CO.
1050 Warrenville Road
Lisle, Illinois 60532

PHONE: 312-964-1414
FAX: 312-971-6327

KEY CONTACT: Jim Derouin (pronounced Derwin)

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello Pack
Flounder - Shatter Pack
Haddock - 5# Cello, Shatter Pack
Ocean Catfish - 5# Cello
Ocean Perch - 5# Cello
Pollock - IQF
Salmon - IQF
Sole - Shatter Pack
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Iceland, Alaska, Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

WAREHOUSE LOCATIONS?

18 Locations

JOHN SEXTON & CO.
Page 2

COMMENTS?

"Switchboard opens 7:00 a.m. (Central Standard Time)."

WHOLESALE/DISTRIBUTOR

SHAMROCK FOODS CO.
2926 W. Encanto Boulevard
Phoenix, Arizona 85009

PHONE: 602-272-6721

KEY CONTACT: Gary Noe, Buyer
Ray Bruce, Seafood Specialist

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Haddock - Blocks
Ocean Catfish - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Ocean Perch - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Salmon Steaks - IQF
Trout Fillets - IQF
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Turbot - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks

Frozen Shellfish:

Mussels
Sea Scallops - IQF, Blocks
Lobster Meat - IQF, Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Other Crab Products (Legs) - IQF

PURCHASE FROM?

Australia, New Zealand, Philippines, Taiwan, Alaska

HAVE OWN PRIVATE LABEL?

Yes

SHAMROCK FOODS CO.
Page 2

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Phoenix, Arizona

COMMENTS?

"Price range is very important. All Shamrock Foods Co. purchases done through this office. Call direct."

CHAIN RESTAURANT OPERATOR

SHERATON DENVER TECH CENTER
4900 Denver Tech Center Parkway
Denver, Colorado 80237

PHONE: 303-779-1219
TELEX: 800-552-7030 ext. 146

CONTACT: Steve Kittle

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
Sea Scallops - Blocks
Lobster Tails - IQF
Snow Crab Meat - 5# Cello

PURCHASE FROM?

Canada, South Africa

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Call Steve Kittle direct. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Denver

COMMENTS?

"Minimal freight on price per pound for 1,000 pounds. We don't buy that much. I like to use a broker so I can purchase smaller amounts. They can split up large quantities. You can call me direct."

WHOLESALER/DISTRIBUTOR

SIMON BROTHERS, INC.
1901 Bendix Drive
South Bend, Indiana 46628

PHONE: 219-234-5011

KEY CONTACT: Theodore (Ted) Hassett, Buyer Meat, Frozens

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 10# Layer Pack
Haddock - 5# Cello, 10# Layer Pack
Ocean Catfish - 5# Cello, 10# Layer Pack
Ocean Perch - 10# Layer Pack
Trout - IQF
Sole - IQF
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - Blocks
Snow Crab Clusters - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Canada, Greenland, Iceland, Alaska

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

South Bend, Indiana

SIMON BROTHERS, INC.
Page 2

COMMENTS?

"Talk direct to discuss guidelines."

CHAIN RESTAURANT OPERATOR

SKIPPER'S SEAFOOD 'N CHOWDER HOUSE RESTAURANTS
14450 29th Place
Bellevue, Washington 98007

PHONE: 206-885-2116

CONTACT: John Torza, Dir. of Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Pollock - IQF, Shatter Pack
Salmon - Loins, 10# Bulk

Frozen Shellfish:
No

PURCHASE FROM?

U.S., Alaska

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Distribution Network

COMMENTS?

"Quality, quantity and workmanship are all important, as is availability and price."

CHAIN RESTAURANT OPERATOR

SKY CHEFS

601 Ryan Plaza Drive, Building B
Arlington, Texas 76011

PHONE: 817-792-2323

CONTACT: D. J. Walker

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack
Flounder - IQF, 10# Layer Pack
Haddock - IQF, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - IQF
Snow Crab Cocktail Claws - IQF

PURCHASE FROM?

Australia, New Zealand, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact D. J. Walker. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Usually use local wholesalers' facilities.

COMMENTS?

"We look for top grade in both product and packaging. Product must be continuously available."

WHOLESALE/DISTRIBUTOR

SLADE GORTON & CO., INC.
295 A Street
Boston, Massachusetts 02210

PHONE: 617-357-5800

CONTACT: Ron Lavoie

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder
Ocean Perch
Sole - 5# Cello
Turbot - 5# Cello, IQF, 10# Layer Pack, Blocks

Frozen Shellfish:

Sea Scallops - Blocks
Snow Crab Meat - Blocks

PURCHASE FROM?

Worldwide

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO TRY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, Massachusetts

COMMENTS?

"Among other requirements we must have good quality and specific weights."

WHOLESALE/DISTRIBUTOR

THE SONNEVELDT CO.
435 Ionia Avenue SW
Grand Rapids, Michigan 49503

PHONE: 616-456-7171

CONTACT: Chris Backman

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - Blocks

Frozen Shellfish:
None

PURCHASE FROM?

U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Call Chris Backman direct. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Grand Rapids, Michigan

COMMENTS?

"All product must meet our account's standards-- Wendy's, Burger King, etc."

WHOLESALE/DISTRIBUTOR

SOUTH FLORIDA FISHERMEN, INC.
2342 Emerson Avenue S.
St. Petersburg, Florida 33712

PHONE: 813-323-3011
TELEX: 797525 FLAFRESH

CONTACT: Curtis R. Sinclair, President
Douglas E. Brown, Vice President
Mr. Steve Isaacs, Sales & Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF, 10# Layer Pack
Flounder - Pack type depends on customer need.
Haddock - Pack type depends on customer need.
Ocean Catfish - Pack type depends on customer need.
Ocean Perch - Pack type depends on customer need.
Pollock - Pack type depends on customer need.
Salmon - Pack type depends on customer need.
Trout - Pack type depends on customer need.
Sole - Pack type depends on customer need.
Turbot - pack type depends on customer need.

Frozen Shellfish:

Mussels - Depends on customer need.
Lobster Meat - Depends on customer need.
Snow Crab Clusters - Depends on customer need.
Snow Crab Cocktail Claws - Depends on customer need
Snow Crab Meat - Depends on customer need.
Other Crab Products - Depends on customer need.

PURCHASE FROM?

Chile, Uruguay, U.S., Costa Rica

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

SOUTH FLORIDA FISHERMEN, INC.

Page 2

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, California, St. Petersburg

COMMENTS?

"Restrictions must meet customer needs. Each case is different as long as competitively priced. Call Mr. Isaacs. Depending on customer, we may have a need for Canadian fish."

WHOLESALE/DISTRIBUTOR

S.S.C. INTERNATIONAL FOODS
(WHOLLY OWNED SUBSIDIARY OF MITSUI FOODS, INC.)
401 Hackensack Avenue
Hackensack, New Jersey 07601-6402

PHONE: 201-487-2222 (Call number first -- they
will supply FAX and TELEX numbers.)

CONTACT: Mr. George T. Murphy, Sales Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod

Frozen Shellfish:
Mussels - IQF

PURCHASE FROM?

Brazil, New Zealand, Other

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

New York, Chicago, Brooklyn, Los Angeles

COMMENTS?

"Very interested in talking to Canadian suppliers.
Was SSC International - now wholly owned subsidiary of
Mitsui Foods, Inc."

PROCESSOR/WHOLESALE

STATE FISH COMPANY
2194 Signal Place #100
San Pedro, California 90731

PHONE: 213-775-7171
FAX: 213-831-2402
TELEX: 686262 StaFish

KEY CONTACT: Mr. Hal Smith

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Shatter Pack
Flounder - Shatter Pack
Haddock - Shatter Pack
Ocean Catfish - Shatter Pack
Ocean Perch - Shatter Pack
Pollock - Shatter Pack
Salmon - Whole pressed
Sole - Shatter Pack
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - IQF
Snow Crab Clusters
Snow Crab Cocktail Claws
Snow Crab Meat
Other Crab Products

PURCHASE FROM?

Canada, Japan

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No (we are a processor)

BUY DIRECT?

Yes

STATE FISH COMPANY
Page 2

WAREHOUSE LOCATIONS?

4 in Los Angeles

COMMENTS?

"State Fish has been dealing with Canadian companies for 54 years. Our company is one of the biggest processors. We provide Canadian companies with bait, they provide us with fish."

WHOLESALER/DISTRIBUTOR

STATE FISH CORPORATION
43 Dock Street
P.O. Box 1187
Kingston, New York 12401

PHONE: 914-331-3000

CONTACT: Paul Jacobson, Vice President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Cod - IQF
Pollock - 10# Layer Pack

Frozen Shellfish:
Sea Scallops - IQF
Lobster Meat - Tins
Other Crab Products - IQF

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Paul Jacobson direct. May wish to buy
through intermediary.

WAREHOUSE LOCATIONS?

Kingston, New York

COMMENTS?

"Grade A quality. Must measure up to the weight
claimed. Do not normally purchase in large
quantities."

WHOLESALE/DISTRIBUTOR

STATE FISH, INC.
1600 Merwin Avenue
Cleveland, Ohio 44113

PHONE: 216-696-0080

CONTACT: Gary Rowan, Director Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack
Flounder - 5# Cello, IQF
Haddock - 5# Cello, Shatter Pack
Ocean Perch - 5# Cello
Pollock - 5# Cello, IQF
Sole - 5# Cello, IQF
Turbot - 5# Cello, IQF, Shatter Pack

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Canned
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Denmark, Iceland, Japan, Korea, Norway, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Cleveland, Ohio

STATE FISH, INC.
Page 2

COMMENTS?

"Require quality, service, availability. State Fish also does buying for Summit Fish Company; 198 Wooster Avenue; Akron, Ohio"

WHOLESALE/DISTRIBUTOR

STOKES FISH CO., INC.
609 East Main Street
Leesburg, Florida 32748

PHONE: 904-787-4335

CONTACT: Beryl (Sonny) Stokes, Sr. President
Bill Stokes, Vice President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Flounder
Haddock
Ocean Catfish
Ocean Perch - Shatter Pack
Pollock
Salmon
Trout
Sole
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat
Snow Crab Clusters
Snow Crab Cocktail Claws
Snow Crab Meat
Other Crab Products

PURCHASE FROM?

Canada, Japan

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

STOKES FISH CO., INC.
Page 2

WAREHOUSE LOCATIONS?

Florida

COMMENTS?

"We need correct weights and quality."

PROCESSOR

STOUFFER FOOD CORPORATION

(SEE BOREL RESTAURANT CORP.)

WHOLESALER/DISTRIBUTOR

SUPERIOR SEAFOODS
4243 Broadmoor SE
Grand Rapids, Michigan 49508

PHONE: 616-698-7700

CONTACT: Dave Brown, Seafood Buyer

APPROXIMATE ANNUAL SALES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, Blocks
Flounder - 5# Cello, IQF, Blocks
Haddock - 5# Cello, IQF, Blocks
Ocean Perch - 5# Cello, IQF, Blocks
Pollock - 5# Cello, IQF, Blocks
Salmon - 5# Cello, IQF, Blocks
Trout - 5# Cello, IQF, Blocks
Sole - 5# Cello, IQF, Blocks

Frozen Shellfish:

Sea Scallops - 5# Cello
Snow Crab Clusters - 5# Cello
Snow Crab Cocktail Claws - 5# Cello
Snow Crab Meat - 5# Cello

PURCHASE FROM?

Nova Scotia

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston; Detroit; Chicago

SUPERIOR SEAFOODS
Page 2

COMMENTS?

"We buy only the freshest seafood and will not accept anything else."

WHOLESALE/DISTRIBUTOR

COMPTON - SYSCO CORPORATION
(SEE UNDER SYSCO AS WELL)
6700 Corporation Drive, Suite 100
Kansas City, Missouri 64120

PHONE: 713-877-1122

CONTACT: Steve Paden

APPROXIMATE ANNUAL SEAFOOD PURCHASES US \$)

Over \$250,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Ocean Catfish - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Ocean Perch - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Pollock - 53 Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Salmon - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Trout - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Turbot - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks

Frozen Shellfish:

Mussels - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Lobster Meat - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Snow Crab Clusters - 5# Cello, IQF, Layer Pack, Shatter Pack, Blocks
Snow Crab Cocktail Claws - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Snow Crab Meat - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Other Crab Products - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks

PURCHASE FROM?

Argentina, Australia, Canada, Chile, Denmark, Greenland,
Holland, Iceland, Korea, New Zealand, Norway, Taiwan,
Thailand, Uruguay

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

82 warehouses - coast to coast

COMMENTS?

"We have our own quality assurance department to police for us. Also we are the largest foodservice distributor in the U.S. We have all of the usual requirements plus some of our own. Compton is wholly owned subsidiary of Sysco Corp. Several departments, including frozen foods, have been moved to Kansas City, Missouri. We have a merchandising staff and a staff of marketing associates numbering around 15,000. Call me (Steve Paden) regarding any Sysco purchases of seafood."

(Most new purchases for Sysco houses are initiated with Compton in Kansas City. Information on several other Sysco houses follows. Would suggest initial contact be made with Compton in each instance.)

WHOLESALE/DISTRIBUTOR

ARROW-SYSCO FOOD SERVICES, INC.
1405 Jefferson Highway
Jefferson City, Louisiana 70121

PHONE: 504-837-1015

CONTACT: Bobby Austin

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - IQF
Ocean Perch - 5# Cello
Pollock - IQF
Trout - 10# Layer Pack
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Argentina, Iceland, Canada, Alaska

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. Buys through corporate but may
wish to buy direct.

WAREHOUSE LOCATIONS?

Jefferson, Louisiana

ARROW-SYSCO FOOD SERVICES, INC.

Page 2

COMMENTS:

"Because of freight situation, whereas we could not buy truckloads here, it has to go to corporate for approval."

WHOLESALE/DISTRIBUTOR

BELL/SYSCO FOOD SERVICES, INC.
116 North Woodfin
Ashville, North Carolina 28804

PHONE: 704-255-7676

CONTACT: Gary Hardgrove

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Shatter Pack
Flounder - Shatter Pack
Haddock - Shatter Pack
Ocean Perch - 10# Layer Pack
Pollock - Shatter Pack
Salmon - IQF
Trout - Shatter Pack
Sole - Shatter Pack
Turbot - Shatter Pack
Also purchases Whiting

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

New Zealand, Iceland, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

BELL/SYSCO FOOD SERVICES

Page 2

WAREHOUSE LOCATIONS?

Salem, Massachusetts

COMMENTS?

"As far as service is concerned, we have a team of people across the country, so service requirements would be checked once a week in the marketplace. Supplier only has to be careful about price ranges. If they were 5% less than the broker network, then we'd definitely consider them."

WHOLESALE/DISTRIBUTOR

COCHRAN/SYSCO FOOD SERVICES
4400 Milwaukee Avenue
Jackson, Mississippi 39207

PHONE: 601-354-1701

CONTACT: Bob Thigpen

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimate "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack
Haddock - Shatter Pack
Ocean Perch - 5# Cello, 10# Layer Pack
Pollock - IQF, Shatter Pack
Salmon Steaks - IQF
Trout (Smoked & Boned) - IQF
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF
Lobster Tails - IQF
Snow Crab Clusters - Blocks
Snow Crab Cocktail Claws - IQF

PURCHASE FROM?

Australia, Bangladesh, Iceland, New Zealand, Canada,
South Africa

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

COCHRAN/SYSCO FOOD SERVICES
Page 2

WAREHOUSE LOCATIONS?

Jackson, Mississippi

COMMENTS?

"In this market, I've got to have high quality! We don't want garbage. They would just ship it back. But as for direct buying, yes, we would by-pass any intermediary. Supplier can contact me (Bob Thigpen)."

WHOLESALE/DISTRIBUTOR

GRANTS - SYSCO FOOD SERVICES, INC.
2700 Perkins Avenue
Saginaw, Michigan 48601

PHONE: 517-752-3161

CONTACT: Ron Mayes

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack
Ocean Perch - Shatter Pack
Pollock - IQF

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - 20# Boxes
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - Shatter Pack
Snow Crab Meat - 30# Blocks

PURCHASE FROM?

New Zealand, Norway, Alaska, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Seattle, Boston, Florida, Chicago

COMMENTS?

"No specific guidelines. Just contact me."

WHOLESALER/DISTRIBUTOR

SYSCO/GULF ATLANTIC FOOD SERVICES CO.
5164 Shawland Road
Jacksonville, Florida 32205

PHONE: 904-786-2600

CONTACT: Tom Talley

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 53 Cello
Flounder - 10# Layer Pack
Ocean Perch - 5# Cello
Pollock - IQF
Salmon - IQF
Trout - 10# Layer Pack
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - Blocks
Snow Crab Clusters - Blocks
Other Crab Products - King, Blocks

PURCHASE FROM?

Argentina, Taiwan

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Jacksonville, Florida

COMMENTS?

"Just contact me -- Tom Talley."

WHOLESALE/DISTRIBUTOR

HFP - SYSCO FOOD SERVICES, INC.
2020 South Main Street
Harrisonburg, Virginia 22801

PHONE: 703-434-0761

CONTACT: Gary Shank

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello
Haddock - 5# Cello
Ocean Perch - 10# Layer Pack
Salmon - IQF
Trout - IQF
Turbot - IQF

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - 10# Boxes
Snow Crab Clusters

PURCHASE FROM?

Iceland, New Zealand, South Africa

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Gary Shank direct. Will need clearance
from Compton Foods in Kansas City.

WAREHOUSE LOCATIONS?

Boston and others

HFP - SYSCO FOOD SERVICES, INC.
Page 2

COMMENTS?

"Contact Compton Foods in Kansas City regarding
fish supplies."

WHOLESALE/DISTRIBUTOR

KOON-SYSCO FOOD SERVICES, INC.
331 Kentucky Street
Bowling Green, Kentucky 42101

PHONE: 503-824-0104

CONTACT: Pete Michael, Frozen Fish Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello

Ocean Catfish - 5# Cello, 10# Layer Pack, Blocks

Ocean Perch - Shatter Pack

Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF

Lobster Meat

PURCHASE FROM?

Bangladesh, Iceland, South Africa, Ecuador, Brazil

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Peter Michael direct. May wish initial contact to be made through Compton, Kansas City

WAREHOUSE LOCATIONS?

Boston and others

COMMENTS?

"Canadian processors would have to be price competitive for sure. Packaging would have to be more desirable than some of the stuff coming from

KOON - SYSCO FOOD SERVICES, INC.
Page 2

India and Bangladesh which is poorly packaged. The boxes are flimsy and fall apart."

WHOLESALE/DISTRIBUTOR

RAILTON/SYSCO FOOD SERVICES CO.
111 N. Northwest Avenue
Northlake, Illinois 60164

PHONE: 312-562-7200

CONTACT: Bill Troehler

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

New computer system. No specific number available
- estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack
Flounder - 5# Cello
Haddock - 5# Cello
Ocean Perch - 53 Cello, Shatter Pack
Pollock
Salmon - 10# Layer Pack

Frozen Shellfish:

Mussels
Sea Scallops - IQF, Blocks
Lobster Meat - Blocks
Snow Crab Clusters - Blocks
Snow Crab Cocktail Claws - Blocks
Snow Crab Meat - Blocks

PURCHASE FROM?

Australia, Canada, Iceland, New Zealand, Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. May wish to buy through
intermediary.

RAILTON/SYSCO FOOD SERVICES CO.
Page 2

WAREHOUSE LOCATIONS?

Northlake, Illinois

COMMENTS?

"I prefer going through intermediary such as a
broker or trader and they can contact me."

WHOLESALE/DISTRIBUTOR

SYSCO FOOD SERVICES - SAN ANTONIO

5711 Farmroad 78
San Antonio, Texas 78244

PHONE: 512-661-4581

CONTACT: Ed Green

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Shatter Pack
Flounder - Shatter Pack
Haddock - 5# Cello, Blocks
Ocean Catfish - 5# Cello, Blocks
Pollock - 25# Layer Pack
Salmon - IQF
Trout - 10# Layer Pack
Sole - 5# Cello
Turbot - 10# Layer Pack, Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - IQF
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks
Other Crab Products - King, Legs (20 lb. boxes)

PURCHASE FROM?

Iceland, Japan, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

SYSCO FOOD SERVICES - SAN ANTONIO
Page 2

WAREHOUSE LOCATIONS?

San Antonio, Texas

COMMENTS?

"Call me direct to discuss product guidelines."

WHOLESALE/DISTRIBUTOR

SYSCO FOOD SERVICES - SOUTHEAST, INC.
P.O. Box 14338
Augusta, Georgia 30919

PHONE: 404-738-4536

CONTACT: Norman Andrews

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - IQF
Ocean Perch - 5# Cello, 10# Layer Pack
Pollock - 10# Layer Pack
Salmon - IQF
Trout - Shatter Pack
Turbot - IQF, Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - 10# Layer Pack

PURCHASE FROM?

Iceland

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact - extenuating circumstances.

WAREHOUSE LOCATIONS?

Augusta, Georgia

SYSCO FOOD SERVICES, SOUTHEAST, INC.

Page 2

COMMENTS?

"If we're talking about our private label, then it has to go through Sysco corporate headquarters in Houston, Texas or Kansas City to Bill Harper. But if corporate okays a supplier, they can contact me here in Augusta."

WHOLESALE/DISTRIBUTOR

SYSKO-ROME FOOD SERVICES, INC.

Lavender Drive
Rome, Georgia 30161

PHONE: 404-234-2644

CONTACT: Randy Morgan (or Robert Davis)

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack
Flounder - 10# Layer Pack
Ocean Catfish - 5# Cello
Ocean Perch - IQF
Trout - IQF

Frozen Shellfish:

Sea Scallops - IQF
Lobster Meat - IQF
Snow Crab Meat - 5# Cello

PURCHASE FROM?

Iceland, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Rome, Georgia

COMMENTS?

"Canadian supplier must be aware of service, quality control, prices, etc."

WHOLESALER/DISTRIBUTOR

SYSCO FOOD SYSTEMS, INC.
14330 Gillis Road
Dallas, Texas 75234

PHONE: 214-233-9700

CONTACT: Mary Lee Homan

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 53 Cello, Shatter Pack
Haddock - 5# Cello
Ocean Catfish - 5# Cello, IQF
Ocean Perch - IQF
Salmon - IQF and Steaks
Sole - IQF
Turbot - IQF, Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Iceland, Mexico, Norway, Thailand, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

SYSCO FOOD SYSTEMS, INC.

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WAREHOUSE LOCATIONS?

Dallas, Texas

COMMENTS?

"I doubt if I would deal with anyone requiring more than 2000 lb. minimum. I would require liability insurance and also I would require the option to turn down or refuse delivery if it did not meet my quality specs. I'm sure most processors know this but want to stress good quality.!"

WHOLESALE/DISTRIBUTOR

SYSCO - METRO FOOD SERVICES
15089 Marietta Boulecard NW
Atlanta, Georgia 30318

PHONE: 404-355-1000

CONTACT: Alan Goodman

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5% Cello, 10# Layer Pack
Flounder - IQF
Haddock - 5# Cello
Ocean Catfish - 5# Cello
Ocean Perch - 5# Cello
Pollock (breaded) - IQF
Salmon (steaks) - 10# Layer Pack
Trout - 10# Layer Pack
Sole - IQF
Turbot - IQF

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat (slipper tail meat) - Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - 30# Cases

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

SYSCO METRO FOOD SERVICES

Page 2

WAREHOUSE LOCATIONS?

Atlanta, Georgia

COMMENTS?

"Price is obviously a factor, as are other guidelines. All must be considered. Just tell them we buy all product in Canada -- they'll be happy about that. Contact me (Alan Goodman) direct."

WHOLESALE/DISTRIBUTOR

THEIMER-SYSCO FOOD SERVICES, INC.

2480 Patterson Avenue SW
Roanoke, Virginia 24016

PHONE: 703-342-2977

CONTACT: Larry Riffiee, Buyer Meats and Frozens

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF
Flounder - 5# Cello, IQF
Haddock - 5# Cello, IQF
Ocean Perch - 5# Cello
Salmon - 5# Cello
Trout - 5# Cello
Sole - IQF
Turbot - IQF

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - IQF, Blocks
Snow Crab Clusters - 25# Boxes
Snow Crab Cocktail Claws - IQF
Snow Crab Meat

PURCHASE FROM?

Refused

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No

BUY DIRECT?

Contact Larry Riffiee direct. Works through
corporate headquarters on all purchases.

THEIMER - SYSCO FOOD SERVICES, INC
Page 2

WAREHOUSE LOCATIONS?

Salem, New Hampshire

COMMENTS?

"Everything done through corporate headquarters."

WHOLESALE/DISTRIBUTOR

THOMAS/SYSCO FOOD SERVICES
10510 Evandale Drive
Cincinnati, Ohio 45241

PHONE: 513-563-6300

CONTACT: Mike Seaman

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello
Haddock - 53 Cello
Ocean Perch - 5# Cello
Pollock - 5# Cello
Trout - IQF
Sole - 5# Cello, IQF

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Snow Crab Clusters - 20# Cases
Snow Crab Meat - 5# Cello

PURCHASE FROM?

Japan, Canada

HAVE OWN PRIVATE LABEL?

Yes (on portion product - not commodity)

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Cincinnati, Ohio

THOMAS/SYSCO FOOD SERVICES

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COMMENTS?

"Service is "catch as catch can." Quality would have to be maintained at a high level! 3,000-5,000 pounds is minimum. Price is not really relevant, but it must be competitive in the marketplace. Just contact me (Mike Seaman) direct."

CHAIN RESTAURANT OPERATOR

T.G.I. FRIDAY'S, INC.
14665 Midway Road
Dallas, Texas 75244

PHONE: 214-450-5400

KEY CONTACT: Bill McCurdy

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "specific."

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
Snow Crab Meat - Blocks

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Texas, Florida, Virginia, Illinois, California

COMMENTS?

None

WHOLESALER/DISTRIBUTOR

TOPS MARKET
60 Dingens Street
Buffalo, New York 14206

PHONE: 716-827-3203

CONTACT: Donald Wiedrich

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Haddock - 5# Cello

Ocean Perch - 5# Cello

Frozen Shellfish:

None

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Buffalo, New York

COMMENTS?

"Buy only boneless (or as boneless as possible).
Require neat packaging. Require good quality and
workmanship. Formerly Niagara Frontier Services, Inc."

WHOLESALE/DISTRIBUTOR

JOHN G. TRAUTWEIN FISH COMPANY
251 Grider Street
Buffalo, New York 14215

PHONE: 716-893-4493

CONTACT: David Edler

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Haddock - Shatter Pack
Ocean Perch - IQF
Salmon - IQF
Trout - IQF
Sole - IQF

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - Canned
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Bloks
Other Crab Products - IQF (legs)

PURCHASE FROM?

Denmark, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Buffalo, New York

WHOLESALE/DISTRIBUTOR

TURNER FISHERIES, INC.
One Fish Pier Road
Boston, Massachusetts 02210

PHONE: 617-426-6530

CONTACT: Mike Maloney

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - IQF, Shatter Pack
Flounder - IQF, Shatter Pack
Sole - IQF

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Canned

PURCHASE FROM?

Worldwide

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, Massachusetts

COMMENTS?

"Call me direct and we'll talk guidelines."

WHOLESALE/DISTRIBUTOR

UNITED AMERICAN FISH COMPANY
1600 N. Chico Avenue, Suite K
South El Monte, California 91733

PHONE: 818-442-4466

CONTACT: Tom Carrington

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - 5# Cello

Frozen Shellfish:
Sea Scallops - IQF
Lobster Meat - IQF
Snow Crab Clusters - Blocks
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks
Other Crab Products - IQF

PURCHASE FROM?

Alaska

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

California

COMMENTS?

"We sell a large volume of seafood, so would look for a large volume at a good price. That's the main thing."

TRADER

V & F TRADING, INC.
Sebring Airport Terminal Building 930
P.O. Box 1146
Sebring, Florida 33870-1146

PHONE: 813-655-2100

CONTACT: Victor Fernandez, Purchasing Agent and Part
Owner

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack, Shatter Pack (preferred)
Flounder - Shatter Pack
Ocean Perch - IQF
Pollock - Shatter Pack
Salmon - Shatter Pack
Trout - Shatter Pack
Sole - Shatter Pack
Turbot - Shatter Pack (difficult to get)

Frozen Shellfish:

Sea Scallops - 5# Layer Pack (Canadian)
Lobster Meat - (small amount)
Snow Crab Clusters - 20# Boxes
Snow Crab Cocktail Claws - IQF
Snow Crab Meat
Other Crab Products

PURCHASE FROM?

Canada (Sea Scallops), Chile, Ecuador (Shrimp), Iceland,
South Africa, U.S., Peru

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

V & F TRADING, INC.
Page 2

WAREHOUSE LOCATIONS?

Sebring, Florida; Miami, Florida

COMMENTS?

"Canada must stand behind their products! Need incentive to deal directly with processor. Don't want to cut out brokers unless substantial savings as they've stood behind us all these years."

WHOLESALE/DISTRIBUTOR

VALLEY PACKING SERVICE SEAFOOD DIV.
310 Walker Street
Watsonville, California 95077

PHONE: 408-724-7551

CONTACT: Henry (Hank) Carvalho, Vice President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
Sea Scallops - Yes
Lobster Meat - Tails
Snow Crab Clusters
Snow Crab Meat

PURCHASE FROM?

Mexico, Phillipines, Taiwan, Other

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Los Angeles

COMMENTS?

None

CHAIN RESTAURANT OPERATOR

VELVET TURTLE RESTAURANTS & SQUARE MEALS, INC.

333 West El Camino Real, Suite 290
Sunnyvale, California 94087

PHONE: 408-720-9141 (Corporate headquarters)

CONTACT: Mr. Rheinhard Dorfhuber, Exec. Chef
Frozen Fish Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
Sea Scallops - 5# Cello
Snow Crab Meat
Other Crab Products - (King) Shatter Pack
Calamari - 5# Cello, 10# Layer Pack

PURCHASE FROM?

Alaska, Canada, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. May wish to buy through
intermediary.

WAREHOUSE LOCATIONS?

Los Angeles

COMMENTS?

"You have to contact the Executive Chef Carl Winter
at 408-720-9141 or corporate headquarters 213-830-

VELVET TURTLE RESTAURANTS & SQUARE MEALS, INC.
Page 2

1546. We do not purchase frozen fish. Only some frozen shellfish. Canada doesn't sell any shellfish, frozen or otherwise."

CHAIN RESTAURANT OPERATOR

VICORP, INC.
6610 Convoy Court
San Diego, California 92112

PHONE: 619-292-8050
FAX: 619-277-2310

KEY CONTACT: Mr. Dallas Campbell, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, 10# Layer Pack
Salmon - Vacuum Pack
Trout - 8 oz. 10# Layer Pack
Sole - 5# Cello, IQF

Frozen Shellfish:

Sea Scallops - 30-40, 40-50 Blocks
Snow Crab Cocktail Claws
Snow Crab Meat - 60/40 Pack

PURCHASE FROM?

Canada, Holland, "All Over"

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Chicago, Illinois; San Diego, California;
Seattle and Bellingham, Washington

VICORP, INC.
Page 2

COMMENTS?

"Must get approval from Mr. Dallas Campbell. Contact him through FAX number."

PROCESSOR

VIKING SEAFOODS, INC.
50 Crystal Street
Malden, Massachusetts 02148

PHONE: 617-321-6050

CONTACT: James Covelluzzi, Treasurer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Blocks
Flounder - Blocks
Haddock - Blocks
Ocean Perch - Blocks
Pollock - Blocks
Sole - Blocks
Turbot - Blocks

Frozen Shellfish:

Sea Scallops - Blocks

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Various - refused reply.

COMMENTS?

None

WHOLESALE/DISTRIBUTOR

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

PHONE: 703-631-6400

CONTACT: Scott Fechnay, Frozen Fish Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Ocean Perch - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack. Blocks
Salmon - IQF
Trout - 53 Cello, IQF
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Turbot - IQF, 10# Layer Pack

Frozen Shellfish:

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

PURCHASE FROM?

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

HAVE OWN PRIVATE LABEL?

Yes

WASHINGTON FISH EXCHANGE, INC.

Page 2

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Manassas, Virginia

COMMENTS?

"Guidelines include service, quality control, and price etc."

WHOLESALE/DISTRIBUTOR

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

PHONE: 619-282-7634

CONTACT: Dennis (Manager -- would not give last name.)

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure -- estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
None

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

PURCHASE FROM?

Canada, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

San Diego

COMMENTS?

"Require top quality. When it comes to finished weight, if Canadian supplier tells me it's 5 pounds, I expect 5 pounds of fish - not water."

WHOLESALE/DISTRIBUTOR

WEGMANS FOOD MARKETS
1500 Brooks Avenue
P.O. Box 844
Rochester, New York 14603

PHONE: 716-328-2550
TELEX: 978392 WEGMANS ROC

CONTACT: Carl Salamone

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
Snow Crab Clusters - Blocks
Snow Crab Cocktail Claws
Snow Crab Meat - Canned

PURCHASE FROM?

U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Rochester, New York

COMMENTS?

"When we are contacted, we will set guidelines.
Must call 72 hours prior to delivery of product."

WHOLESALE/DISTRIBUTOR

WESTERN FISH CO., INC.
2515 Michigan Avenue
Detroit, Michigan 48216

PHONE: 313-237-0080

CONTACT: Mike Davidson, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Cello Pack, 10# Layer Pack, Shatter Pack
Flounder - IQF
Ocean Perch - 5# Cello, Shatter Pack
Salmon - IQF
Sole - IQF
Turbot - IQF

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat - Canned
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Chile, U.S., Netherlands, Others

HAVE OWN PRIVATE LABEL?

No

WILLING TO TRY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Detroit, Michigan

WESTERN FISH CO., INC.
Page 2

COMMENTS?

"All guidelines would be negotiated at point of sale,
but of primary importance are weight and grade. Call
me direct."

WHOLESALE/DISTRIBUTOR

WHARF SEAFOODS, INC.
P.O. Box 9626
Warwick, Rhode Island 02889

PHONE: 401-732-4303

CONTACT: Steve Babigian, President
Bob Pacitti, Sales Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF. 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Ocean Catfish - 5# Cello, Blocks
Ocean Perch - 5# Cello, 10# Layer Pack
Pollock - 5# Cello, 10# Layer Pack, Blocks
Sole - 53 Cello, IQF, 10# Layer Pack
Turbot - 5# Cello, IQF, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - *QF, Blocks
Lobster Meat - Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Argentina, Canada, Chile, Uruguay

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WHARF SEAFOODS
Page 2

WAREHOUSE LOCATIONS?

Boston

COMMENTS?

"Wharf Seafoods, Inc. are volume buyers. Work on 30
day payment terms."

WHOLESALE/DISTRIBUTOR

WHITE SWAN, INC.
2933 Old Tampa Highway
Lakeland, Florida 33801

PHONE: 813-688-1551

KEY CONTACT: Bob Arnold

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Flounder - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Haddock - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Ocean Perch - Shatter Pack
Pollock - Shatter Pack
Stuffed Sole - IQF
Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - Blocks
Lobster Meat Tails - Blocks
Snow Crab Cocktail Claws - Blocks
Snow Crab Meat - Blocks

PURCHASE FROM?

Ecuador, South Africa, Taiwan, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

WAREHOUSE LOCATIONS?

Lakeland, Florida

WHITE SWAN, INC.

Page 2

COMMENTS?

"There are four other branches of White Swan -- all in Texas and each does its own buying. Call me direct."

TRADER

WJF INTERNATIONAL, INC.
701 Decatur Avenue, Suite 103
Minneapolis, Minnesota 55427

PHONE: 612-541-4700
TELEX: 754784 WIS-INT

CONTACT: Stephan Frank, V. P./Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Flounder - 5# Cello, IQF
Haddock - 5# Cello, IQF, Layer Pack
Ocean Perch - 5# Cello
Pollock - 5# Cello
Trout - (Pack depends on type of trout)
Sole - 5# Cello, IQF

Frozen Shellfish:

Lobster Meat - Canned
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

"All over the world."

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, Seattle, Chicago, Los Angeles

COMMENTS?

"Guidelines will be discussed as company gets more involved with supplier."

WHOLESALE/DISTRIBUTOR

WOODHAVEN FOODS
11451 Roosevelt Boulevard
Philadelphia, Pennsylvania 19154

PHONE: 215-698-0154

KEY CONTACT: Thomas Massaro

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Blocks
Flounder - IQF, 10# Layer Pack
Haddock - 5# Cello
Ocean Perch - 5# Cello
Pollock - 5# Cello
Trout - IQF
Sole - 10# Layer Pack
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Canada, Iceland, Japan, Taiwan

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Philadelphia

WOODHAVEN FOODS
Page 2

COMMENTS?

"Must look at lots of things. Call me direct. I need to see product. All our branches purchase on their own."

CHAIN RESTAURANT OPERATOR

F. W. WOOLWORTH CO.
233 Broadway
New York, New York 10279

PHONE: 212-553-2000

KEY CONTACT: Al Zurawsky, Manager of Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Not available - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack
Flounder - 10# Layer Pack
Haddock - 10# Layer Pack
Ocean Catfish - 10# Layer Pack
Ocean Perch
Sole - 5# Cello, IQF, 10# Layer Pack

Frozen Shellfish:

Sea Scallops - Blocks

PURCHASE FROM?

Argentina, Others

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

27 warehouse locations.

COMMENTS?

"We would apprise any supplier of our requirements.
Supplier should know duty for imports."

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