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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 I

SUMMARY OF KEY U.S. FOODSERVICE
PURCHASERS OF
FROZEN SEAFOOD PRODUCTS

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Dept. of External Affairs
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INTRODUCTION

The purpose of this Market Study has been to define for Canadian processors the identity and characteristics of a large number of U.S. foodservice purchasers of frozen fish and seafood products -- in particular, those organizations who are interested in making direct contact with Canadian processors and buying seafood on a direct basis.

The methodology has been very simple.

The ranks of foodservice seafood purchasers were screened in an attempt to identify the top 750 buyers of frozen seafood products in the U.S. based on dollar volume.

Once identified, a massive direct telephone interviewing program was initiated in an attempt to identify approximately 200 of the most likely prospects from this list.

As would be expected, many firms refused to be interviewed and therefore do not appear in the summary which follows.

Other firms who were interviewed did not, for one reason or

another, seem to lend themselves to a direct contact by Canadian processors, and were automatically eliminated.

Still others were impossible to contact by phone (or failed to return calls as promised) and therefore had to be removed from the list as well.

The remaining firms (those who expressed both a willingness to be interviewed and an interest in having direct contact with Canadian seafood processors) are shown in the following.

The list is presented in alphabetical order rather than making an attempt to categorize the customers by "function". The reason for this is simply that many frozen seafood buyers in the U.S. are involved in more than one "function." E.g., wholesaler / distributor / exporter / etc.

Where the respondent was willing to provide approximate U.S. dollar purchases of seafood, it has been included. Where no volume estimate is given, the account is included in the list only because, in the opinion of the contractor, the volume levels are "significant."

Interviewing for this study spanned the months of February and March, 1987. As in all businesses, the foodservice business in the U.S. is in constant transition. The only

certainty is that changes start taking place immediately following any contact of this sort. To the best of the contractor's knowledge, the data presented was current at the time of delivery of the Study to the Department of External Affairs.

It is important to note that the charter for this Study involved the identification of foodservice seafood purchasers who are willing to buy seafood direct from Canadian processors.

In some instances, the responding firms were somewhat ambivalent about how they would be willing to buy, indicating that in some instances, with certain products, they would buy direct, but in other product areas or situations they might wish to buy through an intermediary. In each such case, the first step must be to contact the suggested representative of the company and determine whether or not that particular firm is willing to buy the product in question on a direct basis.

WHOLESALE/DISTRIBUTOR

A & B FOODS
580 South Alameda Street
Los Angeles, California 90013

PHONE: 213-629-3134

CONTACT: Mr. Sierra

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Haddock - 5# Cello
Pollock - 5# Cello
Salmon - 5# Cello
Trout - 5# Cello
Sole - 5# Cello
Turbot - 5# Cello

Frozen Shellfish:

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

PURCHASE FROM?

Iceland, Japan

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. May wish to buy through intermediary.

A & B FOODS

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WAREHOUSE LOCATIONS?

Los Angeles

COMMENTS?

"If we're going to deal with Canada, we have to have a dependable supplier. We can't be short-weighted. The supplier will have to delivery what they promise -- nothing else!"

WHOLESALE/DISTRIBUTOR

A.F.I. FOOD SERVICE DISTRIBUTORS

440 Eagle Rock Avenue
Roseland, New Jersey 07068

PHONE: 201-228-4100

KEY CONTACT: Mickey Perlmutter

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack
Flounder - 10# Layer Pack
Salmon - IQF
Turbot - 10# Layer Pack

Frozen Shellfish:

Sea Scallops - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Brazil, Canada, Mexico

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Roseland, New Jersey

COMMENTS?

"North American Food Service has a lot of Canadian product. We are affiliated with them and much purchasing is done in concert with their foodservice program. We support the North American Food

A.F.I. FOOD SERVICE DISTRIBUTORS
Page 2

COMMENTS (Continued)

Services because there is quality control guaranteed and I want to stress quality. Just have them contact me direct and I will talk over specifications with them."

WHOLESALE/DISTRIBUTOR

ADELPHIA SEAFOOD, INC.
3024 Penn Avenue
West Lawn, Pennsylvania 19609

PHONE: 215-670-2507

CONTACT: Chuck Smith

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 5# Cello
Haddock - 5# Cello
Pollock - 5# Cello

Frozen Shellfish:

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

PURCHASE FROM?

Canada, Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

West Lawn, Pennsylvania

COMMENTS:

"Above average quality demanded from Canadian suppliers. Number of fillets in a wrap is up to them. I can handle whatever. Price must be competitive, of course. Just

ADELPHIA SEAFOOD, INC.
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contact me direct (Chuck Smith)."

WHOLESALER/DISTRIBUTOR

ALJIM WHOLESALE GROCERY CO.
110 Mattatuck Heights
Waterbury, Connecticut 06720

PHONE: 203-574-3300

KEY CONTACT: Joseph Zilaro, Dir. Purchasing, Buyer Frozen
Food

APPROXIMATE ANNUAL SEAFOOD PURCHASS (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF
Flounder - 5# Cello, IQF
Haddock - 5# Cello, IQF
Sole - 5# Cello, IQF

Frozen Shellfish:

Sea Scallops - 5# Cello, IQF

PURCHASE FROM?

Canada, Denmark, England, Peru, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Waterbury, Connecticut; Boston, Massachusetts

COMMENTS?

"Require skinless - no pinbone. Must have fish graded
Grade A."

WHOLESALE/DISTRIBUTOR

ALLEN FOODS, INC.
8543 Page Avenue
St. Louis, Missouri 63114

PHONE: 314-426-4100

KEY CONTACT: Zell Firestone

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Blocks (Jumbo)
Flounder - IQF
Haddock - 10# Layer Pack
Ocean Catfish - 10# Layer Pack
Ocean Perch - 10# Layer Pack
Pollock - 5# Cello
Salmon - 5# Cello, Whole Fish
Sole - IQF
Turbot - 5# Cello

Frozen Shellfish:

Sea Scallops - 5# Cello
Lobster Meat - Canned 11 3/4
Snow Crab Clusters - 20# Blocks
Snow Crab Cocktail Claws - Shatter Pack
Snow Crab Meat - 5# Cello
Other Crab Products - Blocks

PURCHASE FROM?

Argentina, Canada, Iceland, New Zealand

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

ALLEN FOODS, INC.
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WAREHOUSE LOCATIONS?

St. Louis, Missouri

COMMENTS?

"Fish industry has no regulation. Would have to know that Canadian seller is trustworthy and that buyer could reject if product not good."

WHOLESALE/DISTRIBUTOR

AMERICAN INSTITUTIONAL FOODS, INC.
1420 Carter Street
Chattanooga, Tennessee 38402

PHONE: 615-266-7114

KEY CONTACT: Allen Parsons, Frozen Fish Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Lobster Meat - IQF
Snow Crab Meat - Shatter Pack

PURCHASE FROM?

Iceland, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Chattanooga, Tennessee

AMERICAN INSTITUTIONAL FOODS, INC.
Page 2

COMMENTS?

"Contact direct. 1420 Carter Street is shipping
address."

CHAIN RESTAURANT OPERATOR

AMTRAK
Suburban Station Building
1617 John F. Kennedy Blvd., Room 822
Philadelphia, Pennsylvania 19103

PHONE: 215-557-1162

CONTACT: Larry Moore, Sr. Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Flounder - IQF
Ocean Catfish - IQF
Ocean Perch - IQF
Salmon - IQF
Trout - IQF
Sole - IQF

Frozen Shellfish:

PURCHASE FROM?

Several

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Larry Moore direct. May wish to buy
through intermediary.

WAREHOUSE LOCATIONS?

Several

COMMENTS?

"If you will contact me in writing, I will answer
any questions. There are six buyers and I am the
senior buyer. I will give you the addresses."

WHOLESALE/DISTRIBUTOR

ANDERSON SEAFOODS, INC.
1140 North Lemon, Building C
Orange, California 92667

PHONE: 714-633-3452

CONTACT: Mike Anderson, General Manager, Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, Shatter Pack
Haddock - 5# Cello
Pollock - 5# Cello
Salmon - IQF
Sole - IQF
Turbot - IQF

Frozen Shellfish:

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

PURCHASE FROM?

Chile, Singapore, New Zealand, Norway

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

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

WAREHOUSE LOCATIONS?

Los Angeles

ANDERSON SEAFOODS, INC.
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COMMENTS?

"Need the proper quality and accurate labeling as far as size and weight of the shipment is concerned."

CHAIN RESTAURANT OPERATOR

ARBY'S, INC.
3495 Piedmont Road N.E.
Atlanta, Georgia 30394

PHONE: 404-262-2729
FAX: 404-262-3089

KEY CONTACT: Betty Marshall

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "Significant."

PRESENTLY PURCHASE:

Frozen Fish:
Cod - IQF

Frozen Shellfish:
None

PURCHASE FROM?

"North Atlantic"

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Georgia

COMMENTS?

"Canadian suppliers would need to talk with Ms. Sharon Beals to learn requirements."

CHAIN RESTAURANT OPERATOR

ASCHLING, INC.
S. 11032 Quail Creek Road
Oklahoma City, Oklahoma 73120

PHONE: 405-755-3103

KEY CONTACT: Mike Allen

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Flounder - 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:

Mussels
Sea Scallops
Lobster Meat
Snow Crab Clusters
Snow Crab Cocktail Claws
Snow Crab Meat

PURCHASE FROM?

Ecuador, Holland, Iceland, Norway, Sweden

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

ASCHLING, INC
Page 2

WAREHOUSE LOCATIONS?

Cincinnati, Ohio

COMMENTS?

"We require approximately 15 pounds per day per location. (87 locations). If Canadian supplier is interested in that small a quantity, would be happy to write a reply to that question. Previous name: Kelly Johnston Enterprises."

CHAIN RESTAURANT OPERATOR

ASSOCIATED HOSTS, INC.
8447 Wilshire Boulevard
Beverly Hills, California 90211

PHONE: 213-870-5414

KEY CONTACT: Al Diek, Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Sole - IQF

Frozen Shellfish:
Sea Scallops - 5 lb.Blocks

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Los Angeles, California; Fort Worth, Texas

COMMENTS?

"Requirements depend on company (reputable). 30-day net. Have been in business 20 years, dealing with same people so doubt I would switch."

WHOLESALE/DISTRIBUTOR

BAY TRADING CO., INC.
10 Electronics Avenue
Danvers, Massachusetts 01923

PHONE: 617-777-3850

CONTACT: Othar Hansson

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - Blocks

PURCHASE FROM?

Canada, Chile, Denmark, Iceland, Korea, Uruguay

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Perhaps

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gloucester, Massachusetts

BAY TRADING CO., INC.
Page 2

COMMENTS?

"We look for good quality."

WHOLESALE/DISTRIBUTOR

BEAVER STREET FOODS
1741 W. Beaver Street
Jacksonville, Florida 32203

PHONE: 904-354-5661

KEY CONTACT: Jack Manasse

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - 5# Cello, IQF, 10# Layer Pack
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?

Argentina, Greenland, Iceland, Japan, New Zealand,
Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No

BUY DIRECT?

Yes

BEAVER STREET FOODS
Page 2

WAREHOUSE LOCATIONS?

Mostly Jacksonville, but all over U.S.

COMMENTS?

"Quality is most important."

PROCESSOR

BEE GEE SHRIMP, INC.
1600 Kathleen Road
Lakeland, Florida 33805

PHONE: 813-687-4411
TELEX: 810-867-5698

CONTACT: John Duggan, Executive V.P.

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Cod - Blocks
Flounder - 10# Layer Pack

Frozen Shellfish:
Shrimp

PURCHASE FROM?

Alaska

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Lakeland, Florida

COMMENTS?

"Product quality, price, and service will determine suppliers."

WHOLESALE/DISTRIBUTOR

H.F. BEHRHORST & SON, INC.
3115 Washington Pike
Bridgeville, Pennsylvania 15017

PHONE: 412-343-9060

KEY CONTACT: Dave Dobkin

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack
Flounder - 10# Layer Pack
Haddock - 10# Layer Pack
Sole - 10# Layer Pack
Turbot - 10# Layer Pack

Frozen Shellfish:

None

PURCHASE FROM?

Canada, Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Bridgeville, Pennsylvania

COMMENTS?

"There are two buyers, but Mr. Dobkin can be called direct."

WHOLESALE/DISTRIBUTOR

D. BERKOWITZ AND SONS, INC.

6750 Victoria E. Road
Youngstown, Ohio 44515

PHONE: 216-793-7576

CONTACT: Mike Berkowitz

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - 5# Cello, IQF
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?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

D. BERKOWITZ AND SONS, INC.
Page 2

WAREHOUSE LOCATIONS?

Youngstown, Ohio

COMMENTS?

"D. Berkowitz has no set guidelines."

WHOLESALE/DISTRIBUTOR

BIGGERS BROTHERS, INC.
920 Black Satchel Drive
Charlotte, North Carolina 28216

PHONE: 704-394-7121

KEY CONTACT: Tom Parrott, Frozen Fish Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - 10/5 Blocks
Lobster Meat - 10/5 -- 60/40 Blocks
Snow Crab Clusters - IQF 20#
Snow Crab Cocktail Claws - 6/3 lb.
Snow Crab Meat - 10/5 lb.
Other Crab Products

PURCHASE FROM?

Canada, Iceland -- anywhere product available.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

BIGGERS BROTHERS, INC.
Page 2

WAREHOUSE LOCATIONS?

Charlotte, North Carolina; Knoxville, Tennessee

COMMENTS?

None

WHOLESALER/DISTRIBUTOR

BIT O' GOLD FOODS CORP.
250 Wiebold Drive
Des Plaines, Illinois 60017

PHONE: 312-699-5400

CONTACT: Noreen Tropsky

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Snow Crab Clusters - Bulk
Snow Crab Meat - Canned

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Noreem Tropsky direct. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Des Plaines, Illinois

COMMENTS?

"Important: price range and availability."

WHOLESALER

BON SECOUR FISHERIES, INC.
P.O. Box 60
Bon Secour, Alabama 36511

PHONE: 1-800-633-6854

KEY CONTACT: David Nelson

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
Ocean Perch - 5# Cello
Pollock - 5# Cello
Salmon - IQF
Turbot - 5# Cello

Frozen Shellfish:

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

PURCHASE FROM?

Argentina, Canada, Iceland, Japan, Korea, Uruguay

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, Massachusetts; Alabama

COMMENTS?

"Canada must conform to proper weight and measure."

CHAIN RESTAURANT OPERATOR

BOREL RESTAURANT CORP.
(STOUFFER FOOD COPORATION)
2929 Campus Street
San Mateo, California 94403

PHONE: 216-248-3600 (Stouffer Food Corp.)
TELEX: 985475 (Stouffer Food Corp.)

CONTACT: Sara Thompson, Purchasing Agent
Stouffer Food Corp.
5750 Harper Road
Solon, Ohio 44139

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Cod - Special Pack

Frozen Shellfish:
Sea Scallops - 5# Cello
Lobster Meat - Special Pack

PURCHASE FROM?

Canada and other countries

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Several around U.S.

COMMENTS?

"Supplier must be able to meet specifications. Telephone number is Stouffer's who own Borel Restaurants"

CHAIN RESTAURANT OPERATOR

THE BROWN DERBY RESTAURANTS
7850 Northfield Road
Cleveland, Ohio 44146

PHONE: 216-439-3060

KEY CONTACT: Don Zorich

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack
Flounder - 10# Layer Pack
Ocean Perch - 53 Cello
Salmon - IQF

Frozen Shellfish:

Sea Scallops - Blocks
Snow Crab Clusters - IQF

PURCHASE FROM?

Newfoundland, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Cleveland, Ohio

COMMENTS?

"Contact Mr. Zorich direct for requirments, etc."

WHOLESALE/DISTRIBUTOR

BUDRUSS, INC.
26 Berry Hill Road
Syosset, New York 11791

PHONE: 516-921-8200
TELEX: 971742 BUDRUSS
FAX: 516-921-8248

CONTACT: Bob Luciere

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
Haddock - 5# Cello, IQF, 10# Layer Pack Shatter Pack, Blocks
Ocean Catfish - H&G
Ocean Perch - 5# Cello, IQF, 10# Layer Pack, Shatter Pack, Blocks
Pollock - 5# 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 - IQF, 10# Layer Pack, Shatter Pack, Blocks

Frozen Shellfish:

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

PURCHASE FROM?

"Anywhere and everywhere I can purchase the product I want.

HAVE OWN PRIVATE LABEL?

BUDRUSS, INC.
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WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

All over U.S.

COMMENTS?

"For Canadian processors to sell me product, the guidelines as of now are nothing other than quality."

WHOLESALER/DISTRIBUTOR

C & O SEA PRODUCTS, INC.
19-20 Fulton Fish Market
New York, New York 10038

PHONE: 212-962-7680
TELEX: 126693 C & O SEA N.Y.

CONTACT: John O'Hanlon, President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Mussels - Blocks
Sea Scallops - IQF, Blocks
Lobster Meat - Canned
Snow Crab Clusters - 20 lbs. Boxes
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Norway, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

New York; Long Island, New York; New Jersey

COMMENTS?

"C & O Sea Products and R.J. Cornelius are two companies combined into one. Canadian suppliers should know that quality is a must!"

WHOLESALE/DISTRIBUTOR

CAP'N BOB, INC.
2-4 Beacon Street
Dover, Massachusetts 01701

PHONE: 617-875-1301

CONTACT: Robert Hansel

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - Canned

PURCHASE FROM?

Local distributors

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Framingham, Massachusetts

COMMENTS?

None

WHOLESALE/DISTRIBUTOR

CAPITAL CITY FISH, INC.
511 E. Seventh Street
St. Paul, Minnesota 55101

PHONE: 612-224-4719

CONTACT: Ronald Moseng, Sales Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - Can
Snow Crab Clusters - Bulk Sizes
Snow Crab Cocktail Claws - Bulk Sizes
Snow Crab Meat
Other Crab Products - IQF

PURCHASE FROM?

Australia, Brazil, Canada, Denmark, Ecuador, England,
Greenland, Holland, Iceland, Japan, New Zealand, Russia,
Phillipines, Taiwan, Thailand

HAVE OWN PRIVATE LABEL?

No

CAPITAL CITY FISH, INC.
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WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

St. Paul, Minnesota

COMMENTS?

"Quote me an f.o.b. in the U.S."

WHOLESALE/DISTRIBUTOR

CAVANORD & CO., INC.
One Winnisimmet Street
Chelsea, Massachusetts 02150

PHONE: 617-884-2600

CONTACT: Robert Cavallarin, Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Mussels
Sea Scallops
Lobster Meat (Various)
Snow Crab Clusters
Snow Crab Cocktail Claws
Snow Crab Meat

PURCHASE FROM?

"Many countries."

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

CAVANORD & CO., INC.
Page 2

WAREHOUSE LOCATIONS?

Chelsea, Massachusetts

COMMENTS?

"I [Mr. Cavallarin] will be buying all fish listed immediately. We would have to discuss guidelines with individual suppliers."

WHOLESALE/DISTRIBUTOR

CENTURY SEAFOODS, INC.
1-3 Seafood Market
Philadelphia, Pennsylvania 19148

PHONE: 215-336-9000

CONTACT: Kenny Gersh

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 Catfish - 5# Cello
Ocean Perch - 5# Cello
Pollock - 5# Cello
Salmon - IQF
Trout - 53 Cello
Sole - IQF
Turbot - IQF, 10# Layer Pack

Frozen Shellfish:

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

PURCHASE FROM?

All over the world

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

CENTURY SEAFOODS, INC.
Page 2

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Philadelphia, Pennsylvania

COMMENTS?

"Price is important. Require samples of products."

CHAIN RESTAURANT OPERATOR

CHILI'S, INC.
6820 LBJ Freeway - #200
Dallas, Texas 75240

PHONE: 214-980-9917

CONTACT: Bob Hall

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

No frozen fish or shellfish at present.

PURCHASE FROM?

Not applicable

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Please contact this organization.

WAREHOUSE LOCATIONS?

As directed.

COMMENTS?

"As of now, Chili's is going to be testing some seafood products - a frozen tuna in the near future. They would like to have information on the Canadian seafood in general. Please contact Mr. Hall direct."

(They seemed anxious to speak with someone from Canada regarding seafood.)

WHOLESALE/DISTRIBUTOR

C.I. SEAFOODS (JONAH BRAND), INC.
9000 4th Avenue, Suite 2701A
Seattle, Washington 98164

PHONE: 206-622-8227

CONTACT: Jim Gonzalez

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Salmon - Whole fish

Frozen Shellfish:
None

PURCHASE FROM?

Canada, Alaska, Washington

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Seattle, Washington

COMMENTS?

"C.I. Seafoodss is interested in all species of Salmon and Halibut IQF."

WHOLESALER/DISTRIBUTOR

CLOUSTON FOODS USA, INC.
2 Main Street
Gloucester, Massachusetts 01930

PHONE: 617-281-3450
TELEX: 940739 CLOUSTON GLOS

CONTACT: Len Lamanuzzi

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - IQF, Blocks
Lobster Meat - Canned
Snow Crab Clusters - Bulk
Snow Crab Cocktail Claws - 2 lb. Bags
Snow Crab Meat

PURCHASE FROM?

Argentina, Brazil, Canada, Chile

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

CLOUSTON FOODS USA, INC.
Page 2

WAREHOUSE LOCATIONS?

Boston, Massachusetts; Florida

COMMENTS?

"We check quality upon arrival."

PROCESSOR

COLDWATER SEAFOODS CORP.
Rowayton, Connecticut 06853

PHONE: 203-851-1600

CONTACT: Olaf Gudmenson

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, Shatter Pack, Blocks
Flounder - IQF, Shatter Pack
Haddock - 5# Cello, IQF, 10# Layer Pack, Blocks
Ocean Catfish - 5# Cello, Blocks
Ocean Perch - 5# Cello, IQF, Shatter Pack, Blocks
Pollock - 5# Cello, Shatter Pack, Blocks
Salmon - Smoked Fillets, Whole Fish in Round, H&G
Trout - Smoked Fillets, Whole Fish in Round, H&G
Sole - IQF, Shatter Pack
Turbot, IQF, Shatter Pack
Whiting

Frozen Shellfish:

Sea Scallops - IQF, 5# Blocks

PURCHASE FROM?

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

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Connecticut

COMMENTS?

"We buy to specs. Quality and workmanship are important. Also require consistent supply, competitively prices. May buy under large contracts."

WHOLESALER/DISTRIBUTOR

COLLINS FISH & SEAFOOD, INC.
328 NE 70 Street
Miami, Florida 33138

PHONE: 305-751-3711

CONTACT: Buddy Levine

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

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

PURCHASE FROM?

Argentina, Canada, Chile, Japan, South Africa, Uruguay

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

COLLINS FISH & SEAFOOD, INC.

Page 2

WAREHOUSE LOCATIONS?

Miami, Florida

COMMENTS?

"All Canada has to know is whether quality is good. If so we will pay them quickly. If it's not good quality, we won't."

CHAIN RESTAURANT OPERATOR

COLLINS FOODS INTERNATIONAL, INC.
5400 Alla Road
Los Angeles, California 90066

PHONE: 213-827-2300
FAX: 213-822-5786
TELEX: 674526

KEY CONTACT: Ms. Nydia Penaherrera, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Salmon - 6 oz. Vacuum Packed

Frozen Shellfish:
Lobster Meat - Tails

PURCHASE FROM?

"Many countries"

HAVE OWN PRIVATE LABEL?

No

BUY DIRECT?

Yes

WILLING TO TRY PROCESSOR LABEL?

Yes

WAREHOUSE LOCATIONS?

Clackamas, Oregon; Trace and City of Industry,
California; Tempe, Arizona; Indianapolis, Indiana;
Chester, Pennsylvania; Orlando, Florida

COMMENTS?

"We must feel comfortable that supplier will stand
behind product and any problems could be resolved. Net

COLLINS FOODS INTERNATIONAL, INC.
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COMMENTS (Continued)

30 days - negotiable on price. Consistent supply.
Would prefer to see supply company facilities."

PROCESSOR

COMMODITY SALES, INC
1661 Worcester Road
Framingham, Massachusetts 01701

PHONE: 617-620-0001
FAX: 617-8750786
TELEX: 948-322

CONTACT: Mrs. Henrike Hueniken

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

5# Cello, IQF, 10# Layer Pack, Shatter Pack and
Blocks purchased for following varieties:

Cod
Flounder
Haddock
Ocean Catfish
Ocean Perch
Pollock
Salmon
Trout
Sole
Turbot

Frozen Shellfish:

Sea Scallops - 5# Callo, IQF, 10# Layer Pack,
Shatter Pack, Blocks
Lobster Meat - Blocks
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - IQF
Snow Crab Meat - Blocks

PURCHASE FROM?

Chile, Japan, New Zealand, Taiwan, Thailand, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

COMMODITY SALES, INC.

Page 2

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Primarily Boston

COMMENTS?

"Commodity Sales is a large or truckload buyer and must comply with terms specified by customer. Would like to hear from more Canadian suppliers."

WHOLESALER/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

COMPTON SYSCO CORPORATION

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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

CONCO FOOD SERVICE CO.
918 Edwards Avenue
Harahan, Louisiana 70123

PHONE: 503-733-5180

CONTACT: Jim Bender

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimate "significant"

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Snow Crab Cocktail Claws - IQF

PURCHASE FROM?

Brazil, Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Harahan, Louisiana

COMMENTS?

"Guidelines depend upon product and buying direct from Canada must be to Conco's benefit."

WHOLESALER/DISTRIBUTOR

CONCO FOOD SERVICE
P.O. Box 8848
Shreveport, Louisiana 71148

PHONE: 318-869-3061

CONTACT: David C. Young

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Blocks
Haddock - Blocks
Ocean Catfish - 5# Cello
Ocean Perch - Shatter Pack
Pollock - Shatter Pack
Turbot - 5# Cello

Frozen Shellfish:

Snow Crab Clusters - IQF

PURCHASE FROM?

Australia, New Zealand, Other

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact David Young direct. May wish to buy
through intermediary.

WAREHOUSE LOCATIONS?

Shreveport, Louisiana

COMMENTS?

"Depends on the minimums and specifications."

WHOLESALE/DISTRIBUTOR

CONNORS BROS., INC.
35 Perwal Street
Westwood, Massachusetts 02090

PHONE: 617-329-4850
TELEX: 940715 CONNWOOD

CONTACT: Vincent Sbano, Vice President

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, 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
Trout - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks
Turbot - 53 Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks

Frozen Shellfish:

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

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

Yes

CONNORS BROS., INC.

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WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Westwood, Massachusetts

COMMENTS?

"Will accept only Grade A quality. Are owned by a Canadian firm."

WHOLESALE/DISTRIBUTOR

CROCKER & WINSOR SEAFOODS
145 Northern Avenue
Boston, Massachusetts 02210

PHONE: 617-482-6648

CONTACT: Frank Grealish, National Sales Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Lobster Meat - Canned
Snow Crab Meat - Canned

PURCHASE FROM?

Japan, Korea, Others.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Boston, Massachusetts

COMMENTS?

None

WHOLESALE/DISTRIBUTOR

WILLIAM E. DAVIS & SONS, INC.
37 NW 122nd Street
Oklahoma City, Oklahoma 73114

PHONE: 405-751=4660, ext. 261

KEY CONTACT: Waylan Lovelady

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

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

PURCHASE FROM?

Various

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

WAREHOUSE LOCATIONS?

Oklahoma City

COMMENTS?

"Product must be guaranteed and may be returned to seller at seller's cost if it is not received in good condition."

WHOLESALE/DISTRIBUTOR

INTERNATIONAL DAIRY QUEEN, INC.
5701 Green Valley Drive
Minneapolis, Minnesota 55437

PHONE: 612-830-0365 and 612-830-0465

CONTACT: Pete Schumacher

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - IQF

Frozen Shellfish:
None

PURCHASE FROM?

Iceland

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

All over U.S.

COMMENTS?

"Before a Canadian processor could sell us his frozen seafood products, he will have to assure us that he can follow all of the procedures normal to us."

WHOLESALER/DISTRIBUTOR

DARIK ENTERPRISES, INC.
P.O. Box 540
Maspech, New York 11378

PHONE: 718-424-1100

FAX: 718-478-5958

KEY CONTACT: Robert W. McTammany, Sales Mgr.

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

None

Frozen Shellfish:

Sea Scallops - IQF, Blocks

Lobster Meat - Canned 11.3 oz.

Snow Crab Meat - Blocks

PURCHASE FROM?

South American countries

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

New York, Boston

COMMENTS?

"We purchase a lot of shrimp and shellfish. Have purchased frozen fish from time to time. Not purchasing any present time. Require good quality!"

WHOLESALE/DISTRIBUTOR

DAWNKIST SEAFOODS, INC.
P.O. Box 1308
Gloucester, Massachusetts 01930

PHONE: 617-218-4864
TELEX: 4974392 DAWNKIST

CONTACT: Tim Monroe

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks (any shape and form available)
Flounder - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks (any shape and form available)
Haddock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks (any shape and form available)
Ocean Catfish - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks (any shape and form
available)
Ocean Perch - 5# Cello, IQF, 10# Layer Pack,
Shatter Pack, Blocks (any shape and form
available)
Pollock - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks (any shape and form available)
Sole - 5# Cello, IQF, 10# Layer Pack, Shatter Pack,
Blocks (any shape and form available)
Turbot - 5# Cello, IQF, 10# Layer Pack, Shatter
Pack, Blocks (any shape and form available)

Frozen Shellfish:

Sea Scallops - 5# Cello, IQF, Blocks

PURCHASE FROM?

Canada, Denmark, Iceland, Japan, Korea, Norway, Sweden

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUT PROCESSOR LABEL?

Yes

DAWNKIST SEAFOODS, INC.
Page 2

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

All over the U.S.

COMMENTS?

"We just insist on good quality!"

WHOLESALE/DISTRIBUTOR

DEEP SEA FOODS & DEEP SEA MARINET PRODUCTS

P.O. Box 706
Bayou La Batre, Alabama 36509

PHONE: 205-824-2107

KEY CONTACT: Bill Spencer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Flounder - IQF

Frozen Shellfish:
None

PURCHASE FROM?

U.S. and "others"

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO TRY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Bayou La Batre, Alabama

COMMENTS?

"We require not only quality control, good price range, etc., but most suppliers have customs work made easy for us."

CHAIN RESTAURANT OPERATOR

WALT DISNEY WORLD
P.O. Box 10,000
Lake Buena Vista, Florida 32830

PHONE: 395-824-4886

CONTACT: Tony Drane

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Shellfish:
Sea Scallops - Blocks

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes, with conditions.

WAREHOUSE LOCATIONS?

Orlando, Florida

COMMENTS?

"Require good service, quality, and price range."

WHOLESALER/DISTRIBUTOR

DOUGHTIE'S FOODS, INC.
2410 Wesley Street
Portsmouth, Virginia 23707

PHONE: 804-399-3451

KEY CONTACT: Roger Scherman

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Flounder - Shatter Pack

Trout - Shatter Pack

Turbot - Shatter Pack

Frozen Shellfish:

Sea Scallops - IQF, Blocks

Snow Crab Clusters - Blocks

PURCHASE FROM?

"All over the world."

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Portsmouth, Virginia

COMMENTS?

"Require guarantee that if Canadian product is not acceptable, supplier will pick up."

WHOLESALE/DISTRIBUTOR

EMERALD FISHERIES, INC.
1301 NW 89 Ct.
Miami, Florida 33172

PHONE: 305-593-9676
TELEX: 441214 EMER

CONTACT: Jeff Martinez, Vice President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Shatter Pack
Flounder - IQF, Shatter Pack
Haddock - IQF
Turbot - Shatter Pack

Frozen Shellfish:

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

PURCHASE FROM?

Canada, Korea, Honduras, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Miami, Florida

COMMENTS?

"Canada should have top quality and meet all U.S. requirements."

WHOLESALE/DISTRIBUTOR

FISHLINE SEAFOODS, INC.
200 University Avenue
Westwood, Massachusetts 02090
or
P.O. Box 249
Norwood, Massachusetts 02062

PHONE: 617-329-2270
TELEX: 951767 FISHLINE USA WOOD

CONTACT: Stephan Small, President

APPROXIMATE ANNUAL SALES (US \$)

\$10 - \$20,000,000

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 - 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
Lobster Meat - Canned
Snow Crab Clubster, 20# Bullk
Snow Crab Cocktail Claws - 3# Bag
Snow Crab Meat - Blocks

PURCHASE FROM?

Argentina, Chile, Denmark, Iceland, New Zealand, Sweden
Canada

FISHLINE SEAFOODS, INC.
Page 2

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Westwood, Massachusetts

COMMENTS?

"Suppliers must be aware of guidelines (service, quality control, price, etc.), if they plan to sell their products."

WHOLESALE/DISTRIBUTOR

FOOD SERVICES OF AMERICA
18430 East Valley Highway
Kent, Washington 98031

PHONE: 206-251-9100

KEY CONTACT: Terry Thorn or Janice McClure

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello - Shatter Pack
Pollock - IQF - Shatter Pack
Salmon - IQF
Sole - IQF

Frozen Shellfish:

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

PURCHASE FROM?

Mostly U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Kent, Washington

COMMENTS?

"Guidelines on product depend on the company being dealt with and the product being bought. Name changed from Miller-Cascade Foods."

CHAIN RESTAURANT OPERATOR

FOODMAKER, INC.
9330 Balboa Avenue
San Diego, California 92123

PHONE: 619-571-2121

CONTACT: Alan Tonks, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - 5# Cello
Haddock - 5# Cello

Frozen Shellfish:
None

PURCHASE FROM?

Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Los Angeles and 7 others East of Mississippi

COMMENTS?

"Certain guidelines must be adhered to by supplier."

WHOLESALE/DISTRIBUTOR

FOWLER'S SEAFOOD, INC.
267 Minorca Avenue
Coral Gables, Florida 33134

PHONE: 305-446-1818

CONTACT: Carliss Pereira, Owner - Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 10# Layer Pack
Flounder - 10# Layer Pack
Haddock - 10# Layer Pack
Ocean Perch - 10# Layer Pack
Pollock - 10# Layer Pack
Salmon - Whole Salmon
Trout - 10# Layer Pack
Sole - 10# Layer Pack
Turbot - 10# Layer Pack

Frozen Shellfish:

Mussels - 250/case
Sea Scallops - 20# Callo
Lobster Meat - 5# Cello
Snow Crab Cocktail Claws - 1# can
Snow Crab Meat - 1# can
Other Crab Products - 1# can

PURCHASE FROM?

Venezuela, Norway, Ecuador, Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

FOWLER'S SEAFOOD, INC.
Page 2

WAREHOUSE LOCATIONS?

Century Cold Storage; Miami, Florida

COMMENTS?

"Fowler's is very interested in having direct contact with Canada."

WHOLESALE/DISTRIBUTOR

FRESH PAKT SHRIMP & SEAFOOD CO., INC.

P.O. Box 2007

Venice, Florida 34284-2007

PHONE: 813-697-2451

CONTACT: Mr. Scott Orren, V.P. Operations

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - Shatter Pack
Flounder - Shatter Pack
Salmon - Whole fish
Sole - IQF, Shatter Pack
Turbot - IQF, Shatter Pack

Frozen Shellfish:

Sea Scallops - 5# Cello
Snow Crab Clusters - Bulk Containers
Snow Crab Cocktail Claws - Bulk Containers
Snow Crab Meat - Bulk Containers
Other Crab Products - Bulk Containers

PURCHASE FROM?

Canada, U.S.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Placida, Florida
Venice, Florida
Ft. Myers, Florida

FRESH PAKT FISH & SEAFOOD
Page 2

COMMENTS?

"Canada must have true product weight! If it says 5 pounds, it better be 5 pounds! Must be top quality!"

CHAIN RESTAURANT OPERATOR

FRIENDLY ICE CREAM CORP.
1855 Boston Road
Wilbraham, Massachusetts 01095

PHONE: 413-543-2400

CONTACT: Bob Dillan

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:
Cod - Blocks

Frozen Shellfish:
None

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Philadelphia

COMMENTS?

"Important: quality, service, price, good manufacturing practices."

PROCESSOR

FRIONOR NORWEGIAN FROZEN FISH, INC.
40 Herman Melville Road
P.O. Box A2087
New Bedford, Massachusetts 02741

PHONE: 617-997-0031

CONTACT: Charles McKee

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - Blocks

Frozen Shellfish:
None

PURCHASE FROM?

Canada (Newfoundland, Nova Scotia) and Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

New Bedford, Massachusetts

COMMENTS?

"U.S.D.A. Grade A. Must be market price at time of delivery established by the Boston Blue Sheet."

WHOLESALE/DISTRIBUTOR

FROSTEX FOODS, INC.
1179-A Springdale Road
Austin, Texas 78762

PHONE: 512-926-5051

KEY CONTACT: Skeet Walsingham

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello

Flounder - IQF

Haddock - 5# Cello

Ocean Catfish - 5# Cello, Blocks

Ocean Perch - 5# Cello

Frozen Shellfish:

Sea Scallops - 30/40 ct

Snow Crab Clusters - Blocks

Snow Crab Meat - Blocks

PURCHASE FROM?

Canada, Denmark, Iceland, Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Austin, Texas

FROSTEX FOODS

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COMMENTS?

"For Canadian product to be purchased, quality would have to be as good as Icelandic. No bones in product. Good shape, well trimmed. Must be guaranteed."

CHAIN RESTAURANT OPERATOR

FUDDRUCKER'S, INC.
8958 Highway 10 West
San Antonio, Texas 78230

PHONE: 612-681-2759

CONTACT: Jeff Cowles, Dir. of R & D

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Haddock - IQF

Frozen Shellfish:
None

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

San Antonio, Texas

COMMENTS?

"Suppliers must have experience or know the foodservice business. They must have an available supply. Fuddrucker's would like to buy cod, flounder, and haddock but because of the European situation, cannot get. We would like to buy from a Canadian supplier."

WHOLESALER/DISTRIBUTOR

GALLETTI BROTHERS FOODS
2900 Ayers Street
Los Angeles, California 90023

PHONE: 213-262-8222
FAX: 213-264-4541
TELEX: 674907 - Gallettis LSA

KEY CONTACT: Mr. Ciaramitaro (Goes by name "Joe Semi"-
like semi truck)

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Over \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello, IQF, Shatter Pack
Flounder - Almost all pack types.
Haddock - Almost all pack types.
Ocean Catfish - Almost all pack types.
Ocean Perch - Almost all pack types.
Pollock - Almost all pack types.
Salmon - Almost all pack types.
Trout - Almost all pack types.
Sole - Almost all pack types.
Turbot - Almost all pack types.

Frozen Shellfish:

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

PURCHASE FROM?

Australia, Japan, New Zealand mostly.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

GALLETTI BROTHERS FOODS

Page 2

WAREHOUSE LOCATIONS?

U.S. Growers Cold Storage - Los Angeles

COMMENTS?

"Canadian suppliers must have product of good quality with good weight control. 45 - 50 days payment. Bought 5-lb. pack from Canada. Had it sent back. 2 lbs. of it was water. If we buy 5 lbs. of fish, we want 5 lbs. of fish."

WHOLESALE/DISTRIBUTOR

GLOBE SEAFOOD, INC.
3267 South 1900 West
Ogden, Utah 84401

PHONE: 801-731-5656

CONTACT: Garth J. Christenson, President

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 53 Cello
Flounder - 5# Cello
Haddock - 53 Cello
Ocean Catfish - 5# Cello
Ocean Perch - IQF
pollock - IQF, Shatter Pack
Salmon - IQF
Trout - IQF
Sole - IQF
Turbot - IQF

Frozen Shellfish:

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

PURCHASE FROM?

Australia, Iceland, Japan, Korea, Mexico, New Zealand,
Norway, Taiwan, Thailand

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

GLOBE SEAFOOD, INC.
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WAREHOUSE LOCATIONS?

Ogden, Utah

COMMENTS?

"Call Mr. Christensen direct for guidelines."

WHOLESALE/DISTRIBUTOR

GOLDEN STATE FOODS, INC.
1409 Puyallup Street
Sumner, Washington 98390

PHONE: 206-581-4460

CONTACT: Cheryl Mattsen, Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$1 - \$3,000,000

PRESENTLY PURCHASE:

Frozen Fish:
Cod - 10# Layer Pack

Frozen Shellfish:
None

PURCHASE FROM?

North Atlantic

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Contact Cheryl Mattson direct. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

Sumner, Washington

COMMENTS?

"McDonald's Corp. sets the guidelines for our purchases."

WHOLESALE/DISTRIBUTOR

GORDON FOOD SERVICE, INC.
333 50th Street SW
Grand Rapids, Michigan 49508

PHONE: 616-530-7000
FAX: 616-530-7143

KEY CONTACT: Gordon Moun, Buyer Frozen
Jim Linton

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$20 - \$50,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Mussels - 5# Cello
Sea Scallops - 5# Cello
Snow Crab Clusters - 5# Cello
Snow Crab Meat - 5# Cello

PURCHASE FROM?

Australia, Canada, Denmark, Iceland, New Zealand,
Norway, South Africa, Taiwan, Thailand

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS

Grand Rapids and Detroit, Michigan

GORDON FOOD SERVICE, INC.
Page 2

COMMENTS?

"Canada suppliers must meet service requirements, quality restrictions, price, etc. Would be looking for long term continuity of supply and a long term pricing program. Buying of frozen fish for all locations of Gordon Food Service, Inc. is done through this location. Call direct."

PROCESSOR

THE GORTON GROUP
327 Main Street
Gloucester, Massachusetts 02930

PHONE: 617-283-3000

CONTACT: Stanley Feener

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - Blocks
Snow Crab Meat - 5# Cello, 10# Layer Pack

PURCHASE FROM?

Canada, Japan, Korea, all over the Far East

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

No

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

All east coast locations and Gloucester, Massachusetts

COMMENTS?

"Service, quality, and price are important. Contact Mr. Feener for other pertinent information."

CHAIN RESTAURANT OPERATOR

GRACE RESTAURANT CO.
17862 Fitch Street
Irvine, California 92714

PHONE: 714-863-5358

KEY CONTACT: Mr. Lynn Ferraro, Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

Cod
Ocean Catfish
Pollock
Salmon
Trout

Frozen Shellfish:

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

PURCHASE FROM?

Respondent not certain.

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Irvine, California

COMMENTS?

None

WHOLESALE/DISTRIBUTOR

HARKER'S, INC.
521 8th Avenue SW
LeMars, Iowa 51031_

PHONE: 712-546-8171

CONTACT: Lois Winecoff

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant"

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Ocean Perch - 5# Cello
Pollock - 5# Cello

Frozen Shellfish:

None

PURCHASE FROM?

Canada, Norway

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. May wish to buy through intermediary.

WAREHOUSE LOCATIONS?

LeMars, Iowa

COMMENTS?

"We consider price, service, quality, weight important."

WHOLESALE/DISTRIBUTOR

HARRY H. BELL & SONS, INC.
756 28th Street S.
St. Petersburg, Florida 33733

PHONE: 813-327-3474
TELEX: 566010 HHBELL ST B

CONTACT: Mr. Terry Riggs - Purchasing

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$5,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

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

PURCHASE FROM?

Australia, Canada, Caribbean, Iceland, New Zealand

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

HARRY H. BELL & SONS, INC.
Page 2

WAREHOUSE LOCATIONS?

St. Petersburg, Florida

COMMENTS?

"Canadian suppliers must meet U.S. standards, properly labeled, correct weights, sizes, and overall quality! Turbot, halibut - buy whole year's supply - whole truckloads. Would prefer to buy direct but present Canadian supplier(s) want intermediary in there."

WHOLESALER/DISTRIBUTOR

HENRY LEE CO.
3301 N.W. 125 Street
Miami, Florida 33167

PHONE: 305 685 5851

KEY CONTACT: Mr. John Little, V.P. Purchasing, Buyer Frozen
Foods

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$3 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

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

PURCHASE FROM?

Canada, Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Miami, Florida

HENRY LEE CO.
Page 2

COMMENTS?

"Usual guidelines (quality restrictions, minimum
requirements, price, etc.) Would prefer written
approach."

CHAIN RESTAURANT OPERATOR

HILTON HOTELS CORP.
9336 Civic Center Drive
Beverly Hills, California 90210

PHONE: 213-278-4321
FAX: 213-205-4599

KEY CONTACT: Mr. Steven Lyons

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Mussels - Poly-pack
Sea Scallops - 5# Poly-bags
Lobster Meat - 16 oz. Cans
Snow Crab Clusters - IQF
Snow Crab Cocktail Claws - 16-40
Snow Crab Meat - 60/40
Other Crab Products

PURCHASE FROM?

Canada, Japan, Norway

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

HILTON HOTELS CORP.

Page 2

WAREHOUSE LOCATIONS?

52 hotels (would help if could ship direct).

COMMENTS?

"Could mix tonnage. Would like to see Government seal or Provincial seal. 30 day net if terms available."

WHOLESALE/DISTRIBUTOR

HOLLEB & COMPANY
800 Supreme Drive
Bensenville, Illinois 60106

PHONE: 312-595-1200

CONTACT: Robert Gasiorek, Buyer Frozen Foods

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 - IQF
Haddock - IQF
Ocean Perch - IQF
Pollock - IQF
Salmon - IQF
Sole - IQF
Turbot - IQF

Frozen Shellfish:

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

PURCHASE FROM?

Iceland, Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

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

WAREHOUSE LOCATIONS?

Bensenville, Illinois

HOLLEB & COMPANY

Page 2

COMMENTS?

"Continuous availability is a must. That's about all I can think of."

WHOLESALER/DISTRIBUTOR

HOLLY SEAFOOD COMPANY
410-14 Towne Avenue
Los Angeles, California 90013

PHONE: 213-625-2513

KEY CONTACT: Dick Merry, V. P.
Rick Merry, V. P.

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 Catfish - 5# Cello, 10# Layer Pack
Ocean Perch - 5# Cello, 10# Layer Pack
Pollock - 5# Cello, 10# Layer Pck
Salmon - 5# Cello, 10# Layer Pack
Trout - 5# Cello, 10# Layer Pack
Sole - 5# Cello, 10# Layer Pack
Turbot - 5# Cello, 10# Layer Pack

Frozen Shellfish:

Mussels
Sea Scallops
Lobster Meat (Various)
Snow Crab Clusters
Snow Crab Cocktail Claws
Snow Crab Meat
Other Crab Products

PURCHASE FROM?

Chile, Iceland, New Zealand, Norway, Taiwan

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

HOLLY SEAFOOD COMPANY
Page 2

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Los Angeles, California

COMMENTS?

"We only want #1 top grade products. We are our own grader. If product is liked, specs will be worked out."

WHOLESALE/DISTRIBUTOR

HUDSON SEAFOOD, INC.
One Hudson Road - P.O. Box 1056
Hilton Head Island, South Carolina 29925

PHONE: 803-681-2773

CONTACT: Sandy Buonanni

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:
None

Frozen Shellfish:
Sea Scallops - Blocks

PURCHASE FROM?

Canada

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Hilton Head Island, South Carolina

COMMENTS?

"Require good quality and price. Hudson likes to sample products and supplier must pay for shipping."

WHOLESALE/DISTRIBUTOR

I.J. TRI-CITIES CO., INC.
Gray Station Road
Gray, Tennessee 37615

PHONE: 615-239-9441

KEY CONTACT: Charles Castle, Merchandise Manager

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Under \$1,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Snow Crab Clusters - Blocks

PURCHASE FROM?

Iceland, Japan

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Gray, Tennessee

COMMENTS?

"We insist on good quality. Name changed from Frank's
Food Co., Inc. "I.J." in new name stands for
"Institutional Jobbers."

WHOLESALE/DISTRIBUTOR

ILLINOIS FRUIT & PRODUCE CORP.
1 Quality Lane
Streator, Illinois 61364_

PHONE: 815-673-3311

KEY CONTACT: Ken Calkin - Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Declined to respond - estimated "significant."

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Sea Scallops - 6-5 Block
Lobster Meat
Snow Crab Clusters - 20-25# boxes
Snow Crab Cocktail Claws
Snow Crab Meat
Other Crab Products

PURCHASE FROM?

Canada, Iceland

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

ILLINOIS FRUIT & PRODUCT CORP.

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WAREHOUSE LOCATIONS?

Various

COMMENTS?

"Would prefer 20 - 25 lb.Cello Packs."

WHOLESALE/DISTRIBUTOR

IMPEX SHRIMP & FISH CO., INC.
2500 West Lunt
Elk Grove Village, Illinois 60007

PHONE: 312-364-5700

CONTACT: Mike Silver or Mr. Kane

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

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

PURCHASE FROM?

China, Thailand, Others

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Elk Grove, Illinois

IMPEX SHRIMP & FISH CO., INC.
Page 2

COMMENTS?

"Canadian suppliers should contact me [Mike Silver] direct. There are a variety of restrictions and controls."

WHOLESALE/DISTRIBUTOR

INLAND SEAFOOD CORPORATION
690 Murphy Avenue B08
Atlanta, Georgia 30310

PHONE: 404-753-3474

CONTACT: Bill Demmond, V.P. and Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Flounder - IQF (3-5,5-8), 10# Layer Pack
Ocean Catfish
Ocean Perch - 5# Cello (1-3 lb.)
Pollock - 10# Layer Pack
Salmon - 50 or 100
Sole - IQF
Turbot - IQF, Shatteer Pack (8-16 oz)

Frozen Shellfish:

Sea Scallops - Blocks (20-30 and 30-40)
Lobster Meat - 2# Cello
Snow Crab Clusters - 20# Blocks
Snow Crab Cocktail Claws - Block (any size)
Snow Crab Meat - 3# Cello
Other Crab Products - 5# Cello

PURCHASE FROM?

Canada, Chile, Holland, Norway, U.S. Belgium

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

INLAND SEAFOOD CORPORATION
Page 2

WAREHOUSE LOCATIONS?

Commercial Cold Storage, Atlanta, Georgia

COMMENTS?

"#1 import is Salmon - best quality for best price.
Prefer to pay in U.S. dollars, 30-day pay, but Inland
Seafood will pay sooner if price is better."

WHOLESALE/DISTRIBUTOR

INSTITUTIONAL JOBBERS CO., INC.
Singleton Road
Knoxville, Tennessee 37901

PHONE: 615-970-3200

KEY CONTACT: Steve McCarty, Corporate Frozen Food Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

Snow Crab Clusters - Blocks
Snow Crab Cocktail Claws - Blocks
Snow Crab Meat - Blocks
Other Crab Products - Blocks

PURCHASE FROM?

Argentina, Iceland, Alaska

HAVE OWN PRIVATE LABEL?

No

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Yes

WAREHOUSE LOCATIONS?

Knoxville, Tennessee

INSTITUTIONAL JOBBERS CO., INC.
Page 2

COMMENTS?

"Basically, due to short supply, price is least important factor. One producer, probably 20 - 30 thousand pound range. If we have a complaint, I expect the packer to correct the problem or accept a return of the seafood. I (Steve McCarty) buy for all locations."

CHAIN RESTAURANT OPERATOR

INTERNATIONAL KING'S TABLE, INC.
1500 Valley River Drive, Suite 300
Eugene, Oregon 97401

PHONE: 503-686-8030

CONTACT: K. M. Sawyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

Refused specific figure.

PRESENTLY PURCHASE:

Frozen Fish:
Pollock - 5# Cello, Shatter Pack

Frozen Shellfish:
Snow Crab Clusters - Blocks

PURCHASE FROM?

Iceland, Alaska

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

Make direct contact. May wish to buy through
intermediary.

WAREHOUSE LOCATIONS?

Seattle (8 locations)

COMMENTS?

"We are the biggest users of pollock. We require
30,000 pounds per month. Consistency for that
amount has to be good. We also require competitive
pricing."

WHOLESALE/DISTRIBUTOR

INTERNATIONAL MARINE PRODUCTS
500 East Seventh Street
Los Angeles, California 90014

PHONE: 213-680-0497

FAX: 213-680-0317

CONTACT: Mr. Yokoshima, Purchasing Agent

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$5 - \$10,000,000

PRESENTLY PURCHASE:

Frozen Fish:

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

Frozen Shellfish:

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

PURCHASE FROM?

Chile, Japan, Middle East, Hawaii, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?

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

WAREHOUSE LOCATIONS?

Los Angeles

INTERNATIONAL MARINE SERVICES

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COMMENTS?

"Need top quality! Sometimes cannot buy in large quantities. We supply to Japanese restaurants and hotels so we handle different types of fish. Good quality, good shape, good appearance, good smaller packaging all important."

WHOLESALE/DISTRIBUTOR

INTERSTATE RESTAURANT SUPPLY CO.
761 Terminal
Los Angeles, California

PHONE: 213-232-4141

KEY CONTACT: Mr. Dan Blundburg, Buyer

APPROXIMATE ANNUAL SEAFOOD PURCHASES (US \$)

\$10 - \$20,000,000

PRESENTLY PURCHASE:

Frozen Fish:

Cod - 5# Cello
Pollock - 5# Cello
Salmon - 5# Cello

Frozen Shellfish:

Sea Scallops - IQF
Snow Crab Meat - 6-5 Block

PURCHASE FROM?

Argentina, Australia, Chile, Japan, Taiwan, U.S.

HAVE OWN PRIVATE LABEL?

Yes

WILLING TO BUY PROCESSOR LABEL?

Yes

BUY DIRECT?


Yes

WAREHOUSE LOCATIONS?

Los Angeles

COMMENTS?

"Canadian suppliers must meet conditions of quality and price - net 30 days. Stress private label."

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