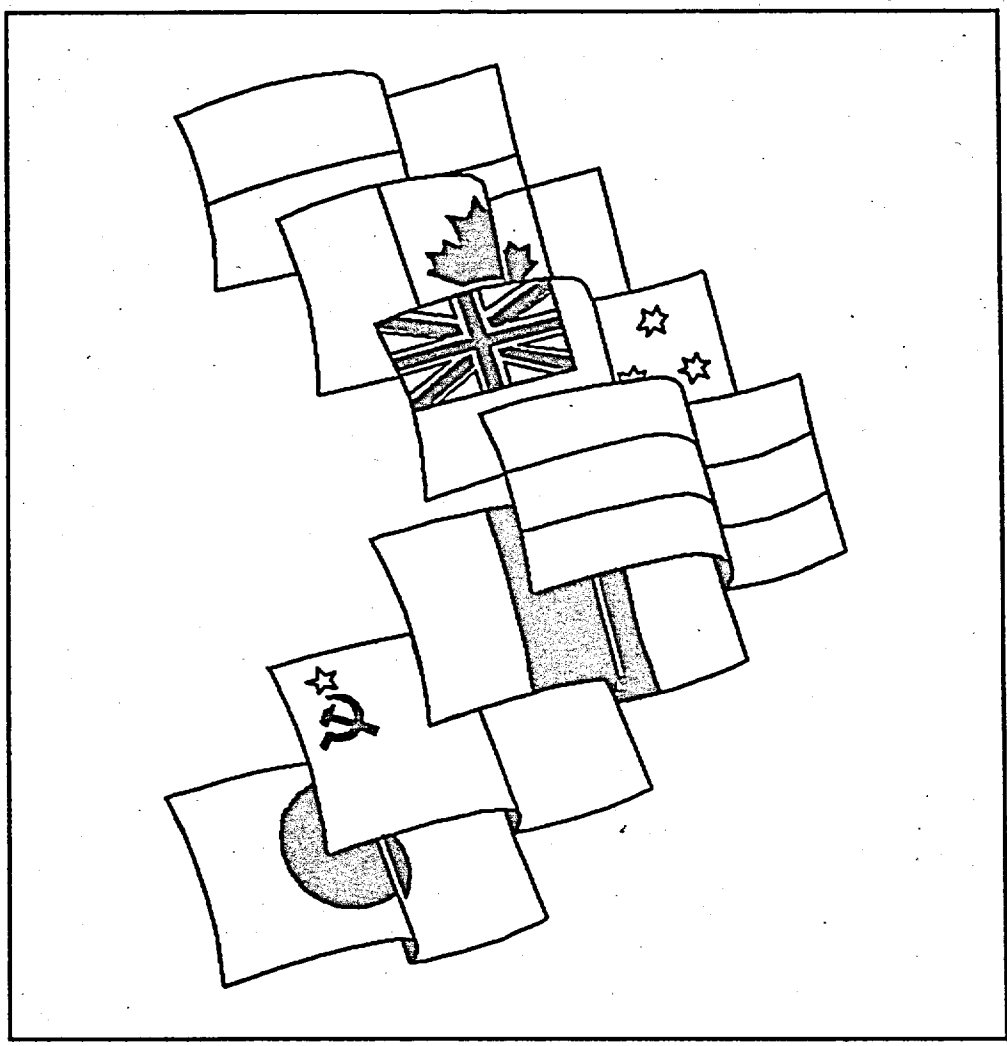


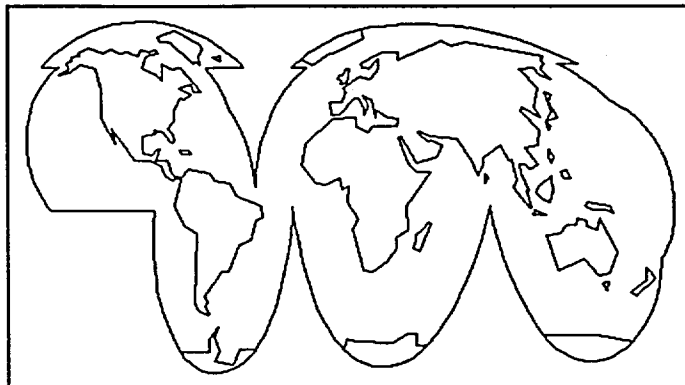
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WORLD DIRECTORY OF SEAFOOD IMPORTERS



External Affairs and
International Trade Canada

Canada



**WORLD DIRECTORY
OF
SEAFOOD IMPORTERS**

**Prepared for
External Affairs and International
Trade Canada
by Gary G. Smith**

**Fisheries Division
Agri-Food, Fish, Resource and
Consumer Products Bureau
125 Sussex Drive
Ottawa, Canada
K1A 0G2**

**(613) 995-1712
Telex: 053-3745
Fax:(613) 995-8384**

Dept. of External Affairs
Min. des Affaires extérieures

FEB 5 1991

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November 1990

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ABSTRACT

The directory lists foreign seafood buyers identified by Canadian Trade Commissioners and Commercial Officers at more than 70 Canadian Trade Offices abroad. The Directory is organized alphabetically by country chapter, and by cities for countries which are served by more than one Canadian Trade Office. Each country chapter provides: (1) maps, including time differences from selected Canadian cities, (2) a short market profile, (3) a list of seafood buyers, and (4) the name of a contact at a Trade Office who can assist you with your marketing efforts. In many cases, the main species handled by foreign buyers are also identified.

NOTICE TO READERS

This "*World Directory of Seafood Importers*" is based on the contributions of Trade Commissioners and Commercial Officers at Canadian Trade Offices abroad. The Directory contains information on more than 80 countries or regional markets and is the largest survey of external seafood markets ever undertaken for the Canadian fisheries sector.

The Directory is organized alphabetically by country chapters, and cities where a Canadian Trade Office is located in the case of countries where more than one marketing region is profiled (eg. the United States). Each chapter has three components: (1) maps, including time differences from selected Canadian cities, (2) a short market profile, (3) a list of seafood buyers, and (4) the name of a contact at a Trade Office who can assist you with your marketing efforts.

Buyers listed in this Directory are generally known to Canadian Trade Offices. **HOWEVER, IT IS THE SOLE RESPONSIBILITY OF INDIVIDUAL CANADIAN EXPORTERS TO CHECK THE COMMERCIAL STANDING OF ANY FIRMS WITH WHICH COMMERCIAL ARRANGEMENTS ARE BEING CONTEMPLATED OR ENTERED.** Canadian exporters are encouraged to contact individual Trade Offices for guidance on the commercial practices in each country and to identify procedures for checking business references, including credit references.

The Directory is intended to serve a variety of needs. For fish processors and exporters, the Directory provides the essential database required for the active use of personal computers and facsimile machines in seafood marketing. For developing your export marketing strategies, the Directory not only provides a survey of markets, but also permits individual firms to gauge market needs through direct contact with buyers. In distributing corporate newsletters and promotional materials, firms can increase their impact and generate business more effectively by concentrating on the lists of buyers provided. When planning to attend foreign trade shows, firms may increase the effectiveness of their participation by contacting buyers prior to events and arranging business meetings well ahead of time. For business trips, the Directory should permit travellers to spend less time on making initial contacts and more on exploring substantive commercial arrangements. Canadian Trade Offices abroad are usually able to identify more or alternative commercial contacts to meet the special needs of Canadian exporters.

For industry and export associations, the Directory provides an overview of the pattern of world markets of interest to Canada. For designing export strategies or special marketing projects (eg. underutilized species) the Directory provides a wealth of information for directing marketing efforts to the best prospects and for avoiding marginal markets. In targeting generic promotional newsletters, the Directory should provide a handy distribution with which to get started. Remember, Trade Commissioners at home and abroad frequently are able to provide more detailed information on the markets of special interest. In addition, Canadian fish and seafood exporters regularly receive from the Fisheries Division such publications as the annual "*Annotated Fish Products Export Market Opportunities Guide*", reports on food and seafood

trade fairs and missions and "*Guidelines For Canadian Fish Exporters*" for various countries. Such publications can be acquired directly from the Fisheries Division or through the closest regional International Trade Centre (last page).

For the provinces and other government departments, the Directory should help in identifying priority export markets and in designing export marketing activities. The survey should also help to target the distribution of promotional materials developed for foreign audiences.

It's a good idea to inform the Trade Commissioner in each of your foreign markets of your export activities. Keeping him or her up to date pays big dividends in reducing costs, avoiding pitfalls and seizing opportunities. Before you contact a Trade Commissioner, here are some pointers on preparing yourself. You should provide your Trade Commissioner, in advance, with:

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

Your Trade Commissioner will help you determine:

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

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

- * canvassing and recommending local representatives on the basis of their interest in your product or service (You are well advised to seek the Trade Commissioner's advice before appointing agents. Local laws differ from Canadian practice and changing an unsatisfactory agent in some countries can be very difficult. It is usually costly and sometimes even impossible.)
- * recommending translation, legal, advertising and other support services
- * arranging meetings for future business trips
- * providing on-the-spot information on duties, taxes and foreign exchange matters,

- and helping you solve problems in these areas
- * helping you determine why an account is overdue and, if necessary, advising you on proper procedures for settlement
 - * maintaining contact with your agent and providing him or her with support and encouragement

We intend to update this Directory periodically. If you find it helpful to your activities, please let us know. If you have suggestions for changes which could improve the Directory's usefulness, please let us know, either through the International Trade Centres (ITC's) found on page 192, or directly through one of the Geographic Trade Divisions (page 191) or the Fisheries Division at External Affairs and International Trade Canada. (Tel:(613) 995-1712, Fax:(613) 995-8384)

Richard Ablett
Director
Fisheries Division

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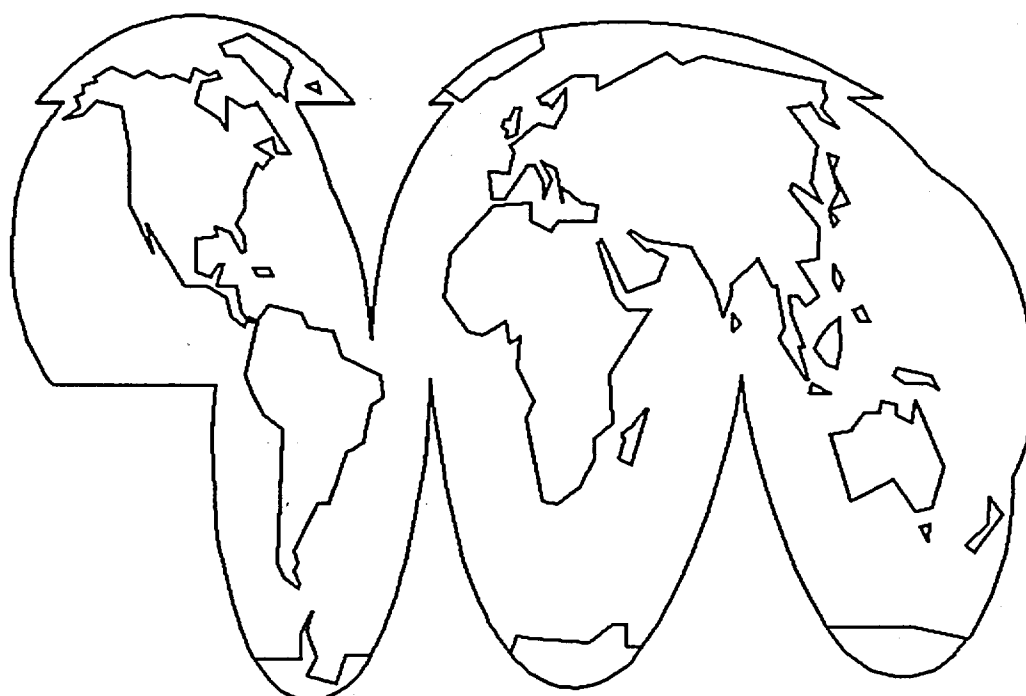
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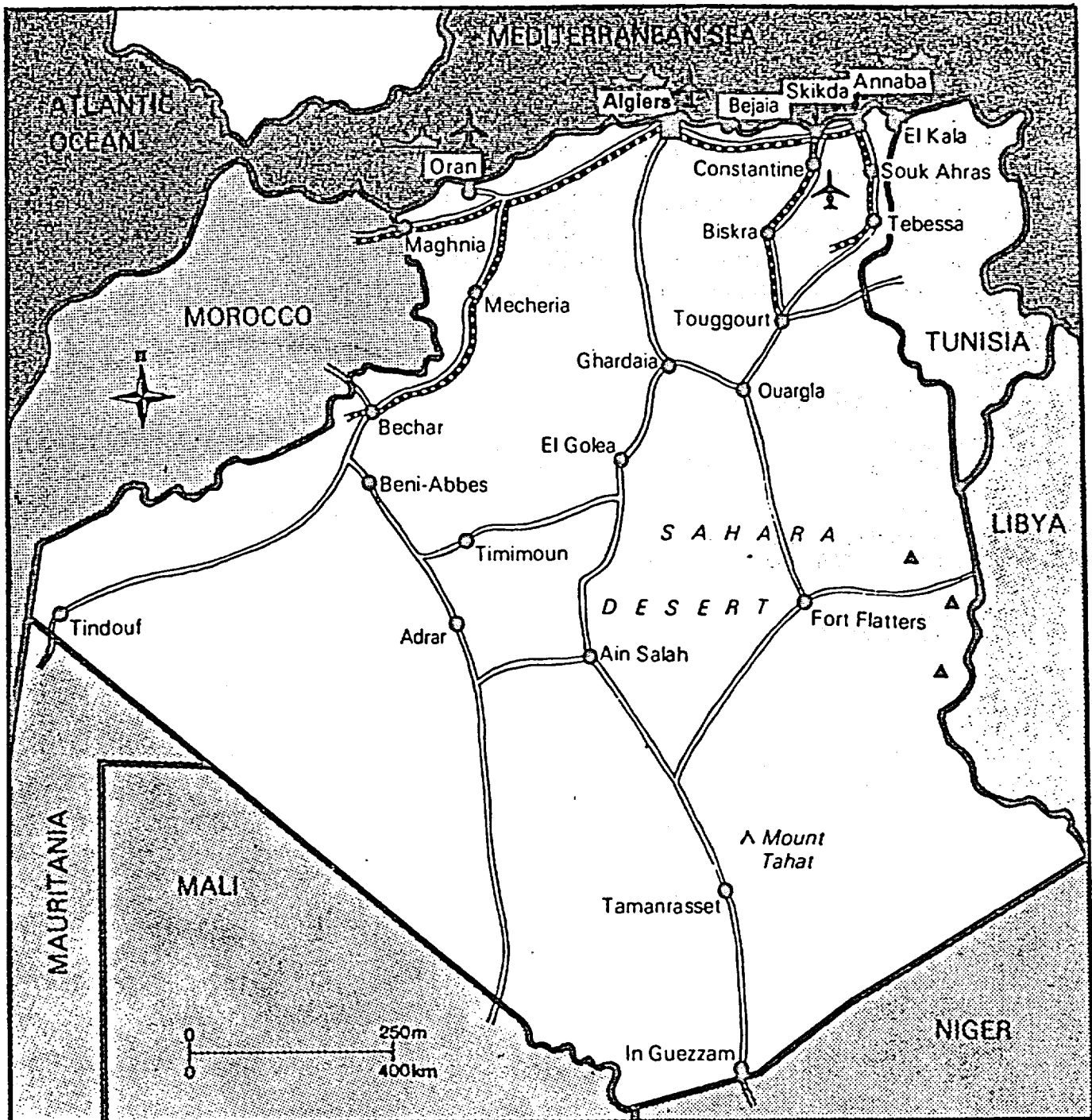


INDIVIDUAL

COUNTRY

REPORTS

ALGERIA



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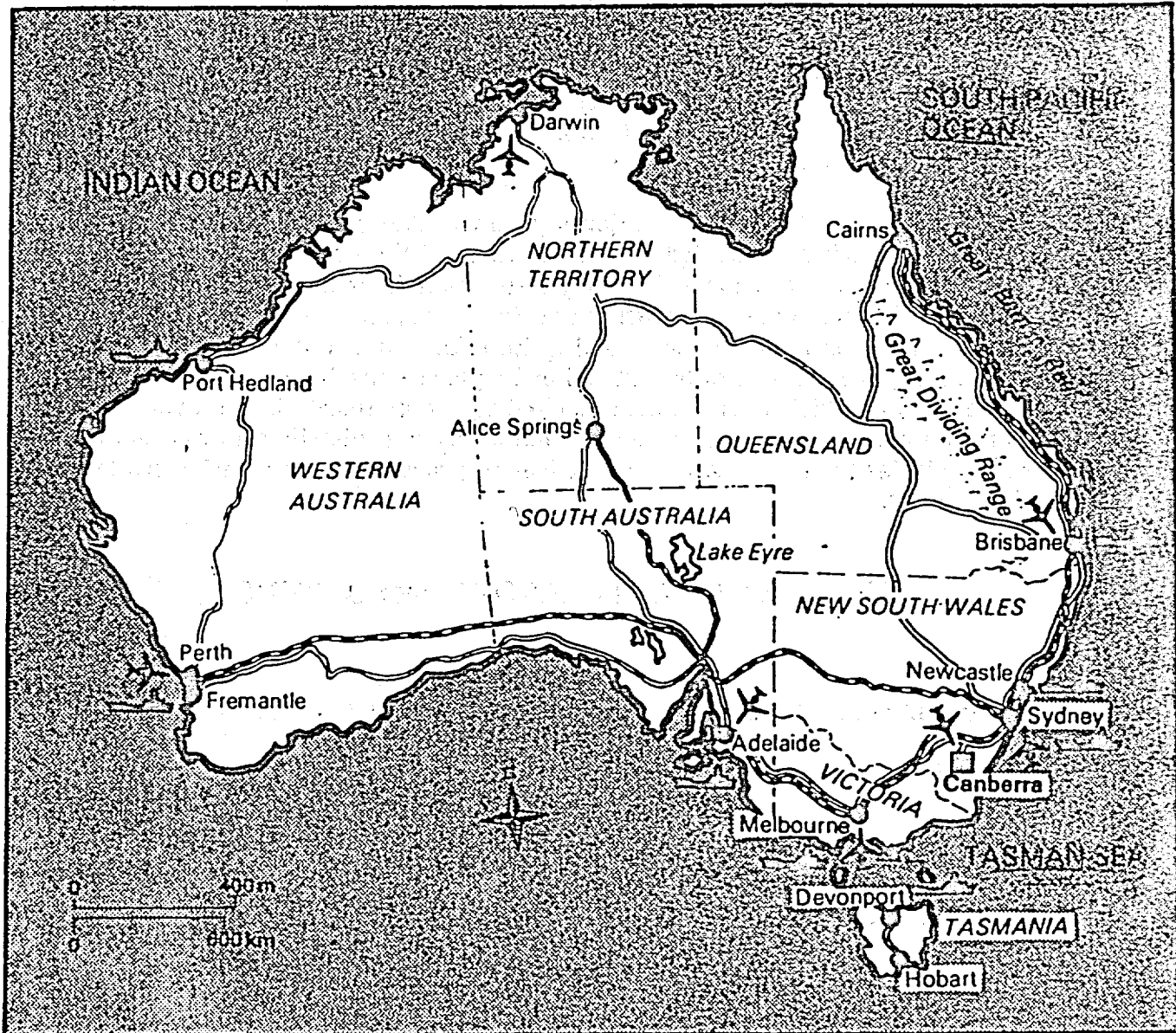
ALGERIA

Algeria does not import fish and fish products. There is no market for seafood products in Algeria because the population can not afford the more expensive products, and the domestic Algerian fishery is capable of supplying domestic seafood requirements. Most of the people in Algeria live near the Mediterranean coastline and are supplied seafood products by local fishermen. The coastline along Algeria is very rich in seafood resources and receives very little fishing pressure. The Algerian government is presently examining proposals to develop the local fishery along the entire coastline.

FOR FURTHER INFORMATION:

Canadian Embassy
27 bis, rue Ali Massoudi,
P.O. Box 225,
Alger-Gare, Algiers,
People's Democratic Republic of Algeria
Tel: (011-213-2) 60.66.11/60.61.90
Telex: 66043
Mr. Roland J.A. Goulet
Counsellor (Commercial)

AUSTRALIA



Vancouver -13hr Ottawa -16hr Halifax -17hr

AUSTRALIA

As a producer and exporter of high-value seafood products, such as rock lobster, prawns and scallops, Australia earns more from seafood shipments than is paid to import seafood products to meet the requirements of the domestic market. Nevertheless, over 50 percent of the seafood consumed in Australia is imported. In 1987-88, Australia's exports were 39,000 tonnes, valued at \$724 million, imports stood at 103,000 tonnes and were valued at \$414 million. During the same fiscal year, apparent per capita fish consumption stood at 17.9 kg.

By far, the major segment of Australia's seafood imports is filleted fish used primarily in the fast-food trade and for the processing of convenience packs and direct sale to the consumer. The major species is hake (Argentina), followed by perch (New Zealand), and some cod, whiting and turbot (U.K., Greenland and Canada). No import duty is imposed on seafood coming into Australia, but all fish must meet mercury level requirements. The only restriction in place bans imports of fresh/frozen salmonids, the flesh of which must be heat smoked to set standards in approved plants. All the Australian companies named below are importers and distributors who maintain the necessary facilities to receive, store and deliver to processors, the catering trade and retail establishments.

MAJOR AUSTRALIAN SEAFOOD IMPORTERS

CATALANO SEAFOODS PTY LIMITED
1345 Albany Highway
Cannington, WA 6107,
Australia
Tel:(09) 451-9711
Fax:(09) 351-8824
Products: seafood

CLIVE SMITH COMPANY PTY LIMITED
P.O. Box 195,
Gordon N.S.W. 2072,
Australia
Tel:(02) 498-6388
Fax:(02) 498-6581
Products: seafood

CRAIG MOSTYN CO. PTY LIMITED
P.O. Box 5295,
Sydney N.S.W. 2001,
Australia
Tel:(02) 957-4755
Fax:(02) 957-6864
Products: seafood

EDGEELL DIV. OF PETERSVILLE LIMITED
10 - 12 Clarke Street
Crows Nest. N.S.W. 2065,
Australia
Tel:(02) 436-8943
Fax:(02) 436-8929
Products: seafood

EUROPA EPIC-CURE PTY LIMITED
17 Kellett Street
Kings Cross N.S.W. 2011,
Australia
Tel:(02) 358-6266
Fax:(02) 358-4510
Products: seafood

I.J. FOODS PTY LIMITED
P.O. Box 42,
Rosebery N.S.W. 2018
Australia
Tel:(02) 662-6255
Fax:(02) 663-4587
Products: seafood

INTERFROST PTY LIMITED

P.O. Box 416,
Newport N.S.W. 2106,
Australia
Tel:(02) 997-7533
Fax:(02) 997-7405
Products: seafood

KAILIS FRANCE PTY LIMITED

P.O. Box 280,
Mt. Hawthorn W.A. 6016,
Australia
Tel:(09) 444-9000
Fax:(09) 444-9235
Products: seafood

MANETTAS LIMITED

P.O. Box 36,
Rozelle N.S.W. 2039,
Australia
Tel:(02) 818-2222
Fax:(02) 810-7174
Products: seafood

MARINE FOOD DISTRIBUTORS PTY LTD.

5 Wattle Crescent
Pymont N.S.W. 2009,
Australia
Tel:(02) 660-4444
Fax:(02) 660-1292
Products: seafood

**MARINE PRODUCT MARKETING PTY
LIMITED**

2nd Floor, 759 George Street
Sydney N.S.W. 2000,
Australia
Tel:(02) 281-2421
Fax:(02) 281-1935
Products: seafood

FOR FURTHER INFORMATION:

Canadian Consulate General
8th Floor, A.M.P. Centre,
50 Bridge Street
Sydney, N.S.W.,
Australia 2000
Tel:(011-61-2) 231-7022
Telex: 20600
Fax:(011-61-2) 223-4230
Mr. Michael Casey
Commercial Officer

PLANET FISHERIES PTY LIMITED

Maribyrnong Street
Footscray VIC 3011,
Australia
Tel:(03) 687-4355
Fax:(03) 687-7647
Products: seafood

POULOS BROS (WHOLESALE) PTY LTD.

21 - 29 Banks Street
Pymont N.S.W. 2009,
Australia
Tel:(02) 692-8411
Fax:(02) 692-9934
Products: seafood

PRESTIGE FISHERIES PTY LIMITED

26 Parsons Street
Rozelle N.S.W. 2039,
Australia
Tel:(02) 555-7271
Fax:(02) 555-7274
Products: seafood

SEVEN SEAS SALES PTY LIMITED

P.O. Box 494,
Port Melbourne VIC 3207,
Australia
Tel:(03) 646-3635
Fax:(03) 1936
Products: seafood

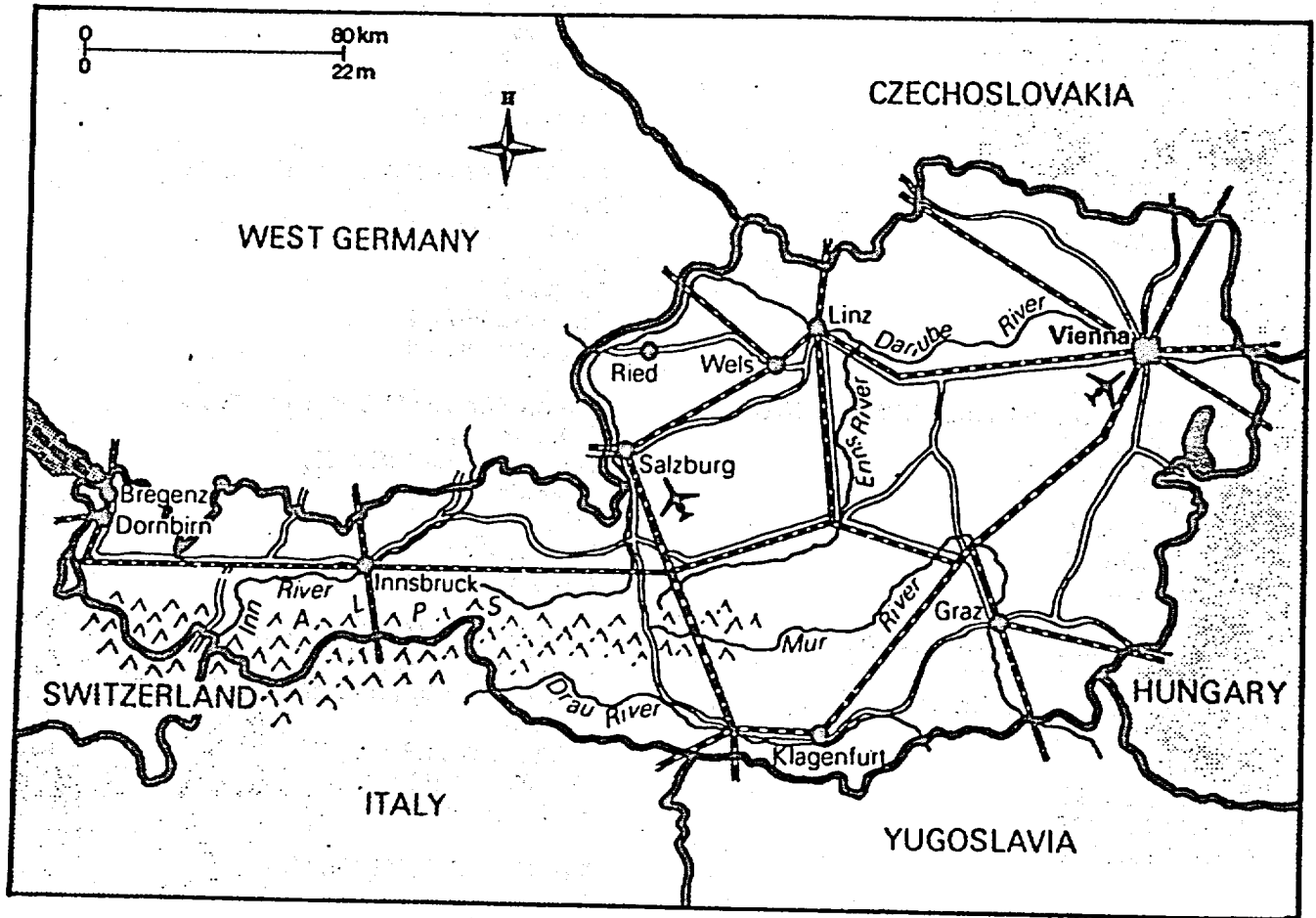
TREND SEAFOODS PTY LIMITED

246-256 Stewart Street
East Brunswick, VIC 3057,
Australia
Tel:(03) 380-1899
Fax:(03) 380-2130
Products: seafood

TURCOURT PTY LIMITED

Suite #2, 4th Floor,
275 Alfred Street
North Sydney N.S.W. 2060,
Australia
Tel:(02) 955-5281
Fax:(02) 957-4238
Products: seafood

AUSTRIA



Vancouver +9hr Ottawa +6hr Halifax +5hr

AUSTRIA

In 1987/88, Austria produced 7 metric tonnes of freshwater fish (mainly carp for the Christmas season but also for the year-round supply) and imported 32 metric tonnes of fish/shellfish of all kinds for its 7.5 million inhabitants. Exports were in the same period negligible at 0.5 metric tonnes. Total average annual consumption per head was 5.1 kg in this landlocked country, of which 25.5 metric tonnes was fresh fish, 1.5 metric tonnes was prepared fish and 11.5 metric tonnes of canned seafood products.

Canadian fish and shellfish exports to Austria increased steadily by value from \$2.7 million Cdn in 1985 to \$3.4 million in 1988. Canada's major exports were fresh and seawater frozen fillets, lobster and salmon. The frozen fish market is dominated by the Unilever concern (Eskimo-Iglo/Nordsee); however, there are also some other fish specialty companies (eg. Schenkel) which are well-known and can be introduced to this small, but steadily growing fish market.

MAJOR AUSTRIAN SEAFOOD IMPORTERS

CERNY & TEKLITS
 Treustrasse 84, A-1200,
 Vienna, Austria
 Contact: Mr. B. Kusche
 Tel:(222) 35-22-28
 Telex: 114369 CERNY A
 Fax:(222) 35-66-14-19
 Products: seafood

ERICH SCHENKEL & SOHN
 Hasenauerstrasse 4, A-1190,
 Vienna, Austria
 Contact: Mr. M. Veselsky
 Tel:(222) 34-93-62
 Telex: 115811 ESIMP A
 Fax:(222) 310-21-49
 Products: seafood

HANS KRIEG
 Ferd. Hanuschplatz 1, A-5020,
 Salzburg, Austria
 Contact: Mr. P. Petrovic
 Tel:(662) 521342
 Products: seafood

HELLA GRUBER
 Naschmarkt 31-36, A-1040,
 Vienna, Austria
 Contact: Mr. E. Gruber
 Tel:(222) 56-32-73
 Telex: 133465 IMG A
 Products: seafood

HOFMANN-MARINADEN
 Feinkosterzeugungs GmbH,
 Mühlgraben 8, A-8773,
 Kammern, Austria
 Contact: Mr. E. Hofmann
 Tel:(3844) 218
 Telex: 33345 HOFMAN A
 Fax:(3844) 666-36
 Products: seafood

IMGRO GMBH
 Innstrasse 16, A-1200,
 Vienna, Austria
 Contact: Mr. P. Kohlmann
 Tel:(222) 24-85-61
 Telex: 134400 IMGRO A
 Products: seafood

J. HORNIG
Waagner-Biro Strasse 39-41,
A-8021 Graz, Austria
Contact: J. Hornig
Tel:(316) 515-11
Telex: 311232 HORNI A
Fax:(316) 515-11-551
Products: seafood

KAMLEITNER & KRAUPA
Lederergasse 78, A-4020,
Linz, Austria
Contact: Dr. A. Kraupa
Tel:(732) 27-72-46-0
Telex: 21699 KUKLZ A
Fax:(732) 27-72-46-14
Products: seafood

MAX HAWLIK KG
Wegscheiderstrasse 27, A-4020,
Linz, Austria
Contact: Mr. R. Bauer
Tel:(732) 83-601
Telex: 21519 HAWLIK A
Products: seafood

MELTSCHOK GMBH & CO. KG
Harter Strasse 153-157, A-8054,
Graz, Austria
Contact: Mr. B. Soritz
Tel:(316) 28-35-27
Telex: 311026 MFISH A
Products: seafood

NORDSEE GMBH
Döblerhofstrasse 14, A-1110,
Vienna, Austria
Contact: Mr. Trybus
Tel:(222) 74-68-57
Telex: 133268 UNIFI A
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
Dr. Karl Lueger Ring 10,
A-1010 Vienna,
Republic of Austria
Tel:(011-43-222) 533-36-91
Telex: 11-5320
Fax:(011-43-222) 535-44-73
Mr. L.N. Decrinis
Commercial Officer

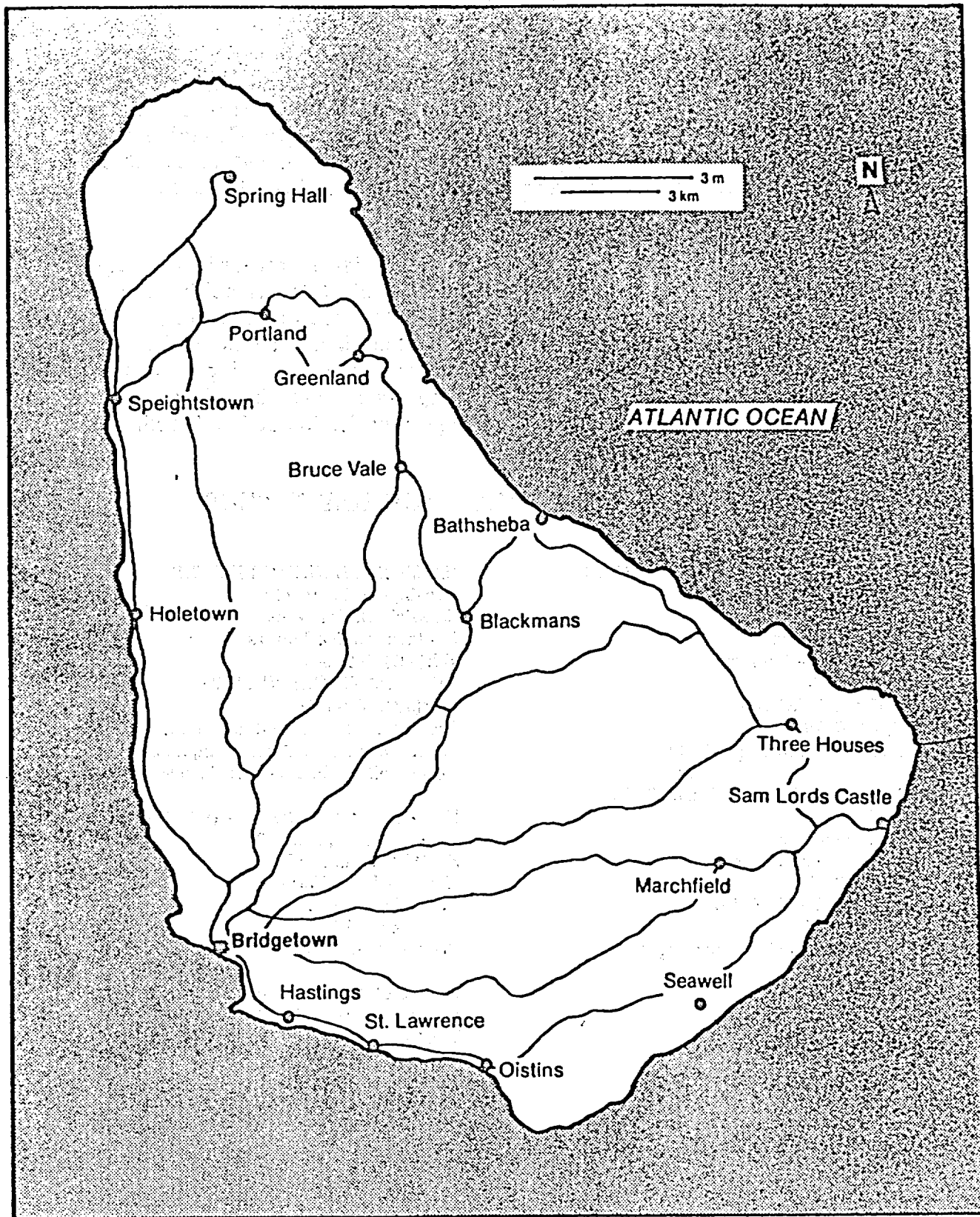
OZEAN
Ozeanstrasse 10, A-2463,
Gallbrunn, Austria
Contact: Mr. F. Pajor
Tel:(2230) 26-10
Telex: 132580 OZEAN A
Fax:(2230) 24-89
Products: seafood

RUD. SCHNEIDER SEN. & COMP.
Leibnizgasse 55-57, A-1100,
Vienna, Austria
Contact: Mr. N. Entres
Tel:(222) 64-12-91
Telex: 131422 FISCH A
Products: seafood

VOG GMBH
Bäckermühlweg 44, A-4020,
Linz, Austria
Contact: Mr. O. Bruckner
Tel:(732) 80-4-61
Telex: 21202 VOGLZ A
Fax:(732) 83-47-12-40
Products: seafood

WIKING FISCHHANDELS AG
Nordwestbahnhof, A-1200,
Vienna, Austria
Contact: Mr. Boschmeier
Tel:(222) 33-36-01-0
Telex: 114004 WINWB A
Products: seafood

BARBADOS



Vancouver +4hr Ottawa +1hr Halifax +/-0hr

BARBADOS

In 1988, Barbados imported 1,703 tons of fish products which represented approximately 50 percent of its total fish consumption. Fish consumption has been steadily increasing to the current rate of 25 kg per capita. Canadian exports to Barbados of \$2.4 million Cdn in 1988 (which represents a 43.4 percent market share) have been primarily salted cod, smoked herring, canned sardines and crustaceans and molluscs (frozen/prepared).

Opportunities exist in the tourism sector for increasing exports of frozen high valued species such as: sole, halibut, smoked fish (notably salmon), plus other pelagics such as sardines and mackerel. Salted fish, cod in particular, continues to be in demand as it is considered a traditional staple food item for this market. There are very limited opportunities for shellfish products as demand is met with products procured regionally. An import licence is required for all imports of frozen fish, dried, salted or in brine. In regard to distribution, the use of an importer/distributor is advised.

MAJOR BARBADOS SEAFOOD IMPORTERS

ALAMAC TRADING COMPANY LIMITED

Alamac House
Fontabelle
St. Michael, Barbados
Contact: Mrs. Angelina Azan
Tel:(809) 426-9920
Telex: 2507 ALAMAC WB
Fax:(809) 429-7299
Products: frozen seafood products

ALLEYNE, ARTHUR HUNTE LIMITED

P.O. Box 677,
Bridgetown, Barbados
Contact: Mr. Peter A. Reece
Tel:(809) 436-6800
Telex: 2275 KENHUNTE WB
Fax:(809) 436-9364
Products: canned mackerel, herring, tuna, sardines, salted fish

DACOSTAS LIMITED

Carlisle House
Hincks St.
Bridgetown, Barbados
Contact: Mr. R.A. Proverbs
Tel:(809) 426-0850
Telex: 2237 DACMUS WB
Fax:(809) 436-9870
Products: salted fish, canned tuna, salmon

HANSHELL INNISS LIMITED

Kensington, Fontabelle
St. Michael, Barbados
Contact: Patrick Mayers
Tel:(809) 426-3544
Telex: 2301 COCKSPUR WB
Fax:(809) 427-6938
Products: salmon, trout, surimi, frozen mussels, oysters, canned sardines, tuna, mackerel, herring, frozen halibut, haddock, crab, sole

HOTEL FOOD SUPPLIES (BARBADOS)

Walmer Lodge, Black Rock
St. Michael, Barbados
Contact: Larry Tatum
Tel:(809) 424-7489
Fax:(809) 429-2174
Products: smoked salmon, frozen trout

M.E.R. BOURNE COMPANY LIMITED

Peronne Commercial Centre
Worthingview
Christ Church, Barbados
Contact: Michael Bourne
Tel:(809) 435-7843
Fax:(809) 436-2353
Products: salted fish, canned tuna, salmon

R.L. SEALE COMPANY LIMITED

Eagle Hall
St. Michael, Barbados
Contact: David Seale
Tel:(809) 426-0330
Telex:2479 SEALCO WB
Fax:(809) 436-6003
Products: salted fish, frozen salmon, mackerel,
tuna, canned, fish fingers, cod fillets

SIMEON HUNTE SON LIMITED

Walrond St.
P.O. Box 200,
Bridgetown, Barbados
Contact: Roland Hunte
Tel:(809) 429-7264
Telex: 2203 BETBRU WB
Fax:(809) 429-4854
Products: salmon, canned tuna, frozen scallops

STOKES BYNOE LIMITED

Lower Bay St.
P.O. Box 401,
Bridgetown, Barbados
Contact: Colin J. Da Silva
Tel:(809) 436-6530
Telex: 2244 STOBYN WB
Fax:(809) 436-8966
Products: canned fish products

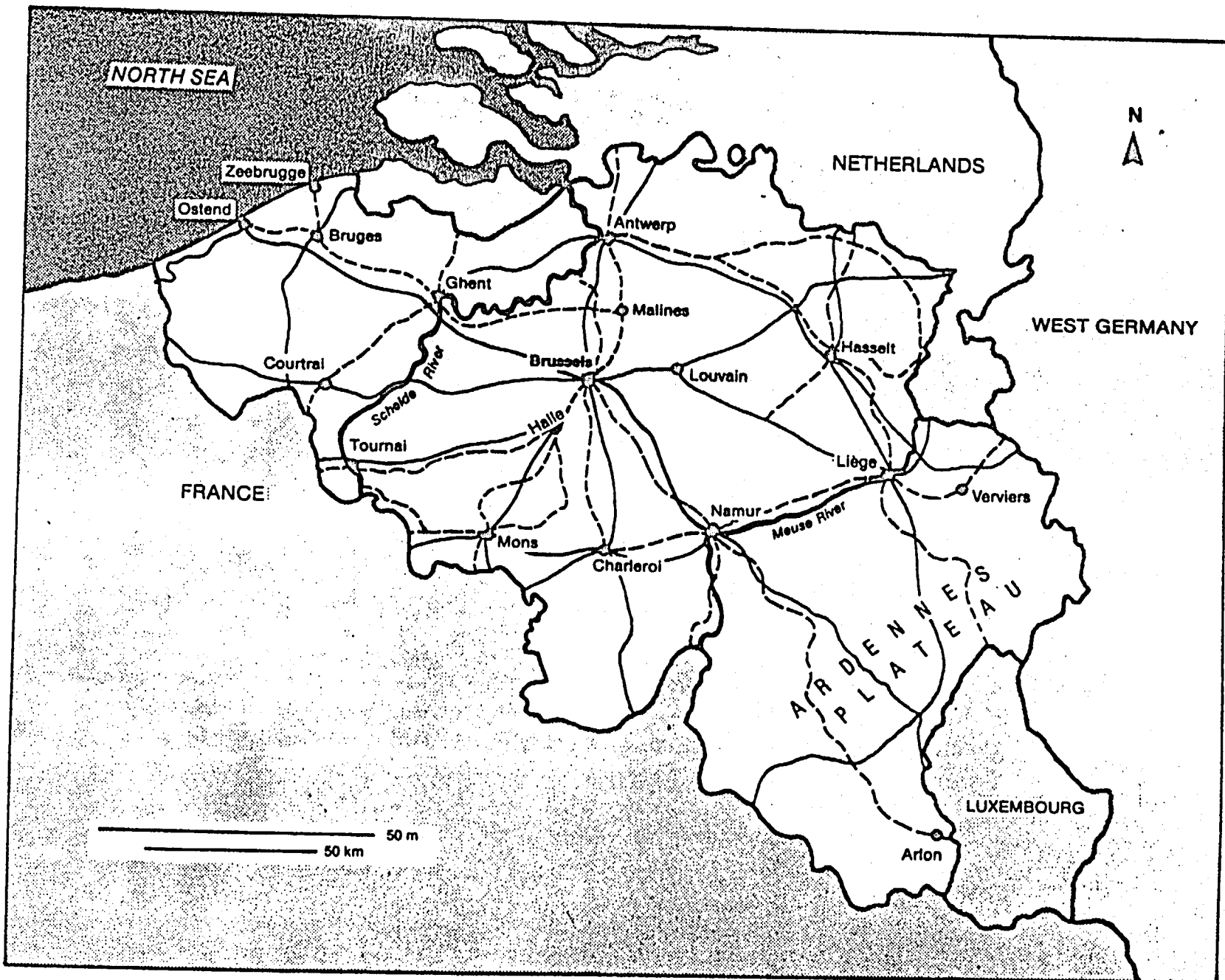
T. GEDDES GRANT (BARBADOS) LIMITED

White Park Rd.
St. Michael, Barbados
Contact: Walter Short
Tel:(809) 426-1070
Telex: 2292 Geddes WB
Fax:(809) 427-0864
Products: haddock, cod, tuna, mackerel, canned
sardines, salted fish

FOR FURTHER INFORMATION:

Canadian High Commission
Bishop's Court Hill,
P.O.Box 404,
Bridgetown, Barbados
Tel:(809) 429-3550
Telex: 2247
Fax:(809) 429-3780
Ms. Margaret B. Strybos
Commercial Officer

Vancouver +9hr
Ottawa +6hr
Halifax +5hr



BELGIUM

BELGIUM

Although they are great meat-eaters, Belgians also enjoy fresh fish. With a population of approximately 10 million people, Belgians consume more than 8.2 kilos per capita. The local fishery is only capable of satisfying about 35 percent of the country's seafood requirements and 5 percent of Belgium's crustacean and mollusc requirements. Thus, Belgium is a net importer of fish, crustaceans and molluscs, most of which come from nearby countries such as Denmark, The Netherlands, Britain, France, Norway and Iceland. The Belgian market for seafood products generates a turnover of some \$600 million Cdn yearly, with an average annual growth rate of 3.5 percent since 1986. Quality, availability and price are the key factors in obtaining a share of the Belgian market. Skate, cod, sole, shrimp, mussel, lobster, salmon, trout and herring are the most sought after varieties of seafood products. The traditional, specialized type of local fishmonger is still the preferred source of supply for two out of three Belgian consumers. Recently, the supermarkets, with their fresh fish sections, have been capturing a growing share of the local seafood market.

MAJOR BELGIAN SEAFOOD IMPORTERS

ARTIC S.A./N.V.

Guillaume Huysmansplein 1,
1660 Beersel, Belgium
Tel:(02) 376-3132
Telex: 22132
Products: frozen products

BISSCHOPS--VERACHTER N.V.

Oudestraat 5,
2630 Aartselaar, Belgium
Contact: Mr. D. Bisschops
Tel:(03) 887-0275
Telex: 31918 BISVE-B
Products: canned seafood

BOOST HANDELSMAATSCHAPPIJ N.V.

Noordelaan 123,
2030 Antwerpen, Belgium
Contact: Mr. M. Van Bockxelaer
Tel:(03) 541-3740
Fax:(03) 541-3454
Products: canned seafood

DE BACQUER N.V.

Quai aux Briques 86-88,
1000 Bruxelles, Belgium
Contact: Mr. J. de Bacquer
Tel:(02) 513-7474
Fax:(02) 582-0824
Products: seafood

DE JAGER N.V.

Kloosterstraat 134-142,
2000 Antwerpen, Belgium
Contact: Mr. H. de Jager
Tel:(03) 237-9900
Fax:(03) 237-9953
Products: seafood

DELHAIZE "LE LION" S.A.

53 Rue Ossegem,
1080 Bruxelles, Belgium
Tel:(02) 428-0010
Telex: 21976
Products: major food retailer

DE VISHAL
Omgangstraat 137,
2689 Bornem, Belgium
Contact: Mr. F. Van Hemelrijk
Tel:(052) 33-27-76
Fax:(052) 33-80-26
Products: shellfish, crustaceans, molluscs

GB-INNO-BM S.A./N.V.
20 Avenue des Olympiades,
1140 Bruxelles, Belgium
Tel:(02) 242-2111
Telex: 21768
Products: largest Belgian food retailer

HALEWYCK
Schietbaanstraat 86,
8400 Oostende, Belgium
Tel:(59) 32-32-32
Telex: 81083
Products: frozen fish

HIRSCH AND COMPANY
Mechanicalaan 10-12,
2610 Wilrijk, Belgium
Contact: Mr. Jan Goris
Tel:(03) 828-2320
Fax:(03) 828-3068
Products: seafood

HUYSEUNE RAPHAEL BVBA
Vismijnstraat 30,
8380 Brugge, Belgium
Contact: Mr. Vandelanotte
Tel:(050) 54-41-41
Fax:(050) 31-68-68
Products: shellfish, crustaceans, molluscs, other
seafood products

INTAL N.V.
Jan Strasstraat 16,
3000 Leuven, Belgium
Contact: Mr. F. Van Den Veegaete
Tel:(016) 20-20-80
Telex: 63209
Products: shellfish, crustaceans, molluscs, other
seafood products

LARCO TRADING COMPANY
Rederskaal, 35,
8390 Knokke-Heist, Belgium
Contact: Mr. E. Haven
Tel:(050) 54-73-73
Telex: 937411 ONECOM
Products: canned seafood

LOUIS DELHAIZE S.A.
408 Route de Gosselies
6212 Fleurus (Wangenes), Belgium
Tel:(71) 81-50-70
Telex: 51540
Products: major food retailer

MAISON EGGERICKX S.A.
Place du Champ de Mars, 5-45,
1050 Bruxelles, Belgium
Contact: Mr. R. Parloo
Tel:(02) 512-9057
Fax:(02) 514-2873
Products: seafood

MAISON MAROIT
Rue de Phénix 1,
6070 Chatelineau, Belgium
Contact: Mr. A. Maroit
Tel:(071) 39-19-51
Products: seafood

MAR PRODUCTS S.A.
Rue de Liverpool, 43,
1070 Bruxelles, Belgium
Contact: Mr. F. Gallo
Tel:(02) 522-9548
Fax:(02) 520-7048
Products: shellfish, crustaceans, molluscs, other
seafood products

McCAIN FRIMA N.V.
Nijverheidstraat 2,
2280 Grobbendonk, Belgium
Tel:(14) 51-20-71
Telex: 72493
Products: most types of fish and frozen food
products

PEETERS LOBSTERS N.V.
Quai au Bois à Bruler, 19,
1000 Bruxelles, Belgium
Contact: Mr. Verheyen
Tel:(02) 218-2625
Products: lobster, seafood

PIETERS VISBEDRIJF N.V.
Kolvestraat 4,
8000 Brugge, Belgium
Contact: Mr. G. Pieters
Tel:(050) 32-05-11
Fax:(050) 31-98-52
Products: seafood

PROMARITIMES SPRV
Quai aux Briques 36,
1000 Bruxelles, Belgium
Contact: Mr. J. Claeys
Tel:(02) 512-1360
Fax:(02) 512-9876
Products: seafood

SOPRALEX-VOSMARQUES S.A.
Rue de Termonde, 206-2/2,
1080 Bruxelles, Belgium
Contact: Mr. A. Van Hauwermeiren
Tel:(02) 465-3050
Fax:(02) 465-3539
Products: canned seafood

FOR FURTHER INFORMATION:

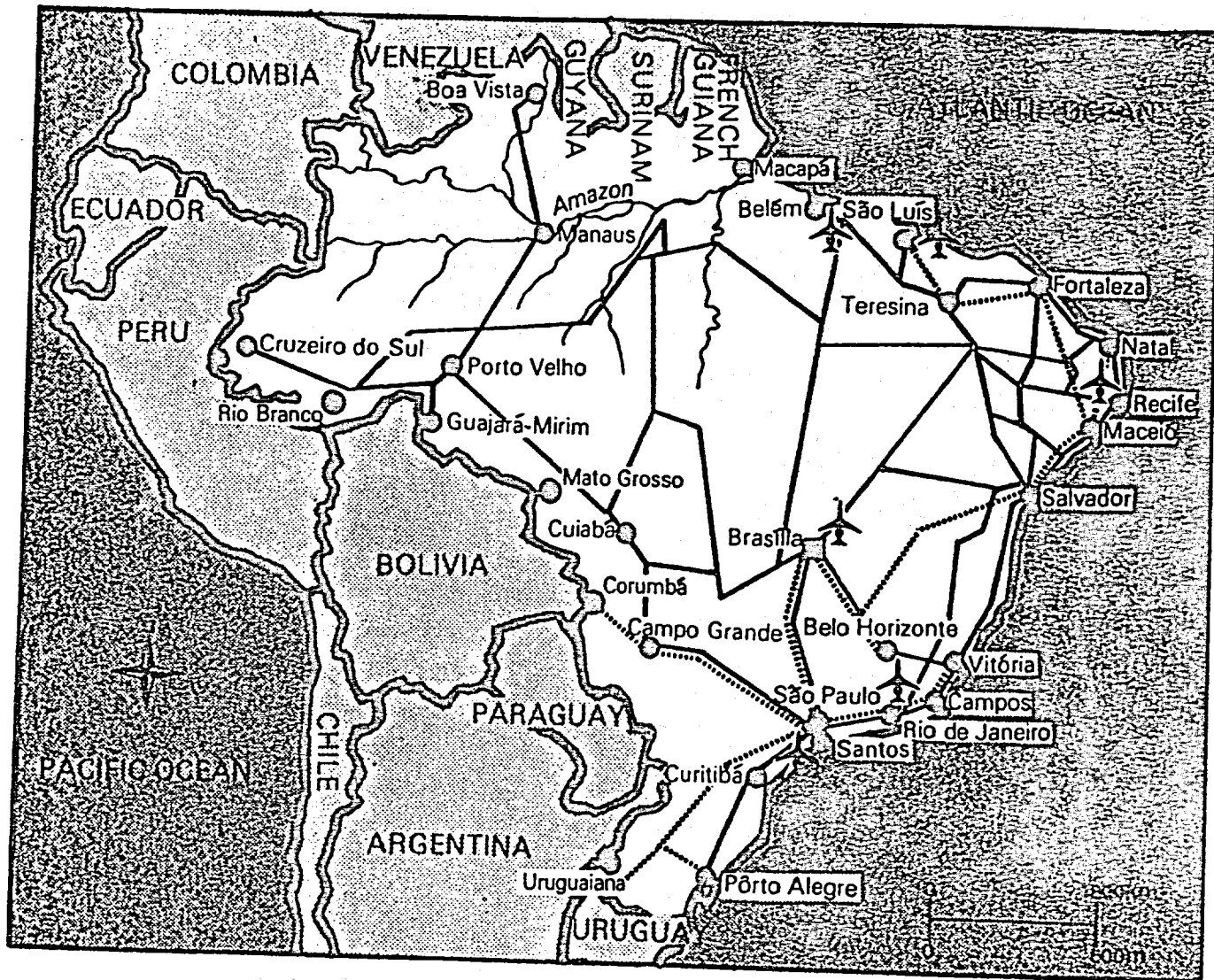
Canadian Embassy
2, avenue de Tervuren,
1040 Brussels, Kingdom of Belgium
Tel:(011-32-2) 735-6040
Telex: 21613
Fax:(011-32-2) 735-3383
Mr. Maurice Y. Bernier
First Secretary (Commercial)

UNITED FOODS N.V./S.A.
Prinses Elizabethlaan 31-33,
8401 Bredene, Belgium
Tel:(59) 32-20-42
Telex: 81295
Products: seafood

VAN DEN ABEELE
Pathoekeweg 68,
8000 Brugge, Belgium
Tel:(50) 31-51-41
Telex: 81153
Products: canned fish products

VINALFOOD PVBA
Melkerijstraat 52,
2120 Schoten, Belgium
Contact: Mr. E. Platini
Tel:(03) 325-5680
Fax:(03) 326-0608
Products: canned seafood

BRAZIL



Vancouver +5hr Ottawa +2hr Halifax +1hr

BRAZIL

Despite a huge coastline of approximately 7,000 kilometres including 200 miles of sea boundry, Brazil has a low fish catch. Brazil is the 20th largest fishing nation with landings of the order of 850,000 tonnes per year. Brazil is not a traditional fish and/or shellfish importer, except for some non-existent species in its waters which are considered luxuries, and its consumption is oriented to the higher social and economic levels of consumers who can afford paying more for top quality products.

Salted and dried cod is a favourite seafood of Brazilians. Imports are duty free. Fish is consumed all year round; although consumption tends to peak in the holy seasons of Christmas, Easter and Holy week. Other products such as squid, hake, herring, salmon, bonito, sardines and anchovies; are consumed in smaller quantities and considered luxuries. Such imports are subjected to an average of 35-55 percent in import duties. On the other hand, Brazil is an important exporter of lobster, shrimp, sardines, tuna, red pargy, white catfish and white croaker. In 1987, fish and shellfish exports of these kinds reached approximately \$175,420 and 41,154 tons. The following is a breakdown of total US \$48,578,319 imported in 1988, by species with duties and the supplying countries, according to the heading numbers of the harmonized system.

Heading: 03.02.01.04

Description: Dried, salted codfish (*Gadus murray*)

US FOB: 17,008,841

Duty: Free

Supplying countries: Norway 79%, Portugal 14%, Denmark 2%, Iceland 3%

Heading: 03.02.01.05

Description: Dried, salted codfish (*Gadus gadidae*)

US FOB: 27,641,926

Duty: Free

Supplying countries: Norway 97%, Iceland 3%

Heading: 03.03.01.99

Description: Other dried, salted codfish

US FOB: 13,000

Duty: 35%

Supplying country: Argentina 100%

Heading: 03.03.01.04

Description: Fresh, chilled, frozen squids, calamares and cuttlefish

US FOB: 20,693

Duty: 35%

Supplying countries: Norway 43%, Chile 38%, Portugal 11%, Argentina 8%

Heading: 03.03.02.04

Description: Dried, salted or in brine squids, calamares and cuttlefish

US FOB: 720,139

Duty: 35%

Supplying countries: Chile 56%, Uruguay 20%, Argentina 15%, Portugal 7%

MAJOR BRAZILIAN SEAFOOD IMPORTERS

ANDREA SA IMPORTACAO EXPORTACAO E. INDUSTRIA
Rua Da Alfandega,
425/435 03006 Sao Paulo SP, Brazil
Contact: Mr. Modesto De Lucca
Tel:(011) 228-9422
Products: fish and seafood

IMPORTADORA E EXPORTADORA FRESH FRUIT LTDA
Rua Cantareira,
339 01024 Sao Paulo SP, Brazil
Contact: Mr. Chafick Secali
Tel:(011) 229-6011
Products: fish and seafood

J. ALVES VERISSIMO SA IND COM E IMP
Rua Plinio Ramos,
173 01027 Sao Paulo SP, Brazil
Contact: Mr. Jose Alves Verissimo
Tel:(011) 227-5211
Products: fish and seafood

MACRO ATACADISTA LTDA.
Rua Carlos Lisdegno Carlucci,
519 00155 Sao Paulo SP, Brazil
Contact: Mr. Luiz Martins Fernant
Tel:(011) 815-6633
Products: fish and seafood

PAES MENDONCA SA PC CONDE DOS ARCOS
01 40000 Salvador Bahia, Brazil
Contact: Mr. Mamede Paes Mendonca
Products: fish and seafood

GRUPO PAO DE ACUCAR-PAO DE ACUCAR
Trading Av Eng Luiz Carlos Berrini,
1139 04571 Sao Paulo SP, Brazil
Contact: Mr. Julio Branco
Products: fish and seafood

BRUCK IMP EXP E COMERCIO LTDA
Rua Paula Souza 216,
1 Andar 01027 Sao Paulo SP, Brazil
Contact: Mr. Ozorio Furlan
Tel:(011) 227-3111
Products: fish and seafood

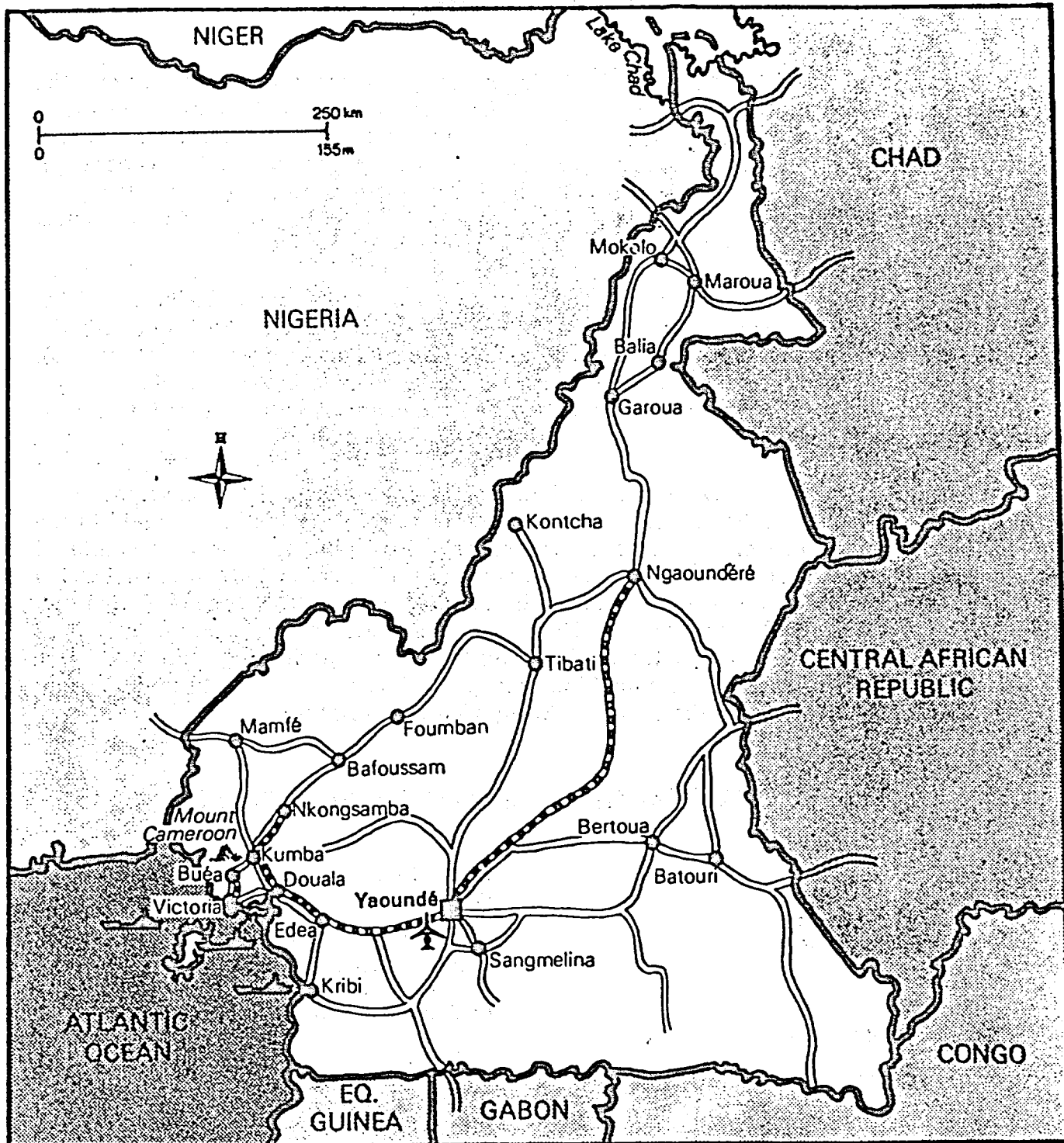
CASA PRATA IMP E COM LTDA
Rua Tenente Negrao,
224 04530 Sao Paulo SP, Brazil
Contact: Mr. Rubens Caporal
Tel:(011) 282-6011
Products: fish and seafood

F MONTEIRO SA COM IND E IM
Rua Cantareira,
575 01024 Sao Paulo SP, Brazil
Contact: Mr. Milton Monteiro
Tel:(011) 227-8622
Products: fish and seafood

FOR FURTHER INFORMATION:

Canadian Consulate General
Caixa Postal 22002,
01499 Sao Paulo SP,
Federative Republic of Brazil
Tel:(011-55-11) 287-2122
Telex: 23230
Fax:(011-55-11) 251-5057
Mr. Nelson Q. Schaefer
Commercial Officer

CAMEROON



Vancouver +9hr Ottawa +6hr Halifax +5hr

CAMEROON

Cameroon's fishing industry is composed of three sectors: the continental fishery; the small-scale maritime fishery; and the industrial maritime fishery. The domestic fishery is characterized by a large number of trawlers, motorized dugouts and line fishermen. The fishery includes 45 trawlers, 1 ice boat (capacity 150 tons per day), and 1 cold storage warehouse 4,500m. Most of the production, presently estimated to be 10,000 tons of fish, is of coastal origin and is becoming increasingly industrialized. Thus, the 300 km of coastline are constantly plied by fleet vessels.

The main fishing ports are Douala, Limbé, Kribi and Tiko. Ninety percent of the shrimp exported goes to France, Holland and Belgium, with the remainder being sold on the domestic market to hotels, department stores and restaurants). Other species caught by the domestic fishery include sole, dace, Nile perch, crayfish, cuttlefish, turbanshell, carp and mackerel. However, the country suffers from insufficient cold storage facilities.

Development of the sector has been inconsistent in recent years, and a general slowdown has caused some tremendous problems. This has resulted in the closing of Crevettes de Cameroun, a company that was responsible for most of the national production. Total consumption of seafood products in Cameroon in 1987 totalled 130,000 tons. The size of the present import market is estimated to be 10,000 tons of finfish and 1,000 tons of shrimp. Imports are 80,000 tons and estimates indicate that they should double in five years, given that the fishing companies are experiencing more and more difficulties owing to the fierce competition among the fleet vessels, and to national and international contraband in the shallow, shrimp-rich territorial waters.

MAJOR CAMEROONIAN SEAFOOD IMPORTERS

AFRICA FISH
P.O. Box 3575,
Douala, Republic of Cameroon
Contact: Mr. Yaya Dahirou
Tel:(237) 42-58-23
Telex: 6161KN
Fax:(237) 42-58-24
Products: seafood fresh/frozen

CONSTANTE CAMEROUN
P.O. Box 1839,
Douala, Republic of Cameroon
Contact: Mr. Moreira/Mr. Andrade
Tel:(237) 42-83-86
Telex: 5279KN
Products: fish and shellfish

COTONNEC ET CIE
P.O.Box 883,
Douala, Republic of Cameroon
Contact: Director General
Tel:(237) 42-27-00
Telex: 6033KN
Products: seafood fresh/frozen

PESECAM
P.O. Box 12136,
Douala, Republic of Cameroon
Contact: Mr. T. de Menezes
Tel:(237) 42-94-46
Telex: 5800KN
Products: seafood fresh/frozen

POISSONERIE POPULAIRE DU CAMEROUN

P.O. Box 8147,
Douala, Republic of Cameroon
Contact: Mr. Kouetha
Tel:(237) 42-43-85
Telex: 5635KN
Products: seafood fresh/frozen

FOR FURTHER INFORMATION:

Canadian Embassy
Immeuble Stamatiades,
P.O. Box 572,
rue de l'Hôtel de Ville,
Yaoundé, Republic of Cameroon
Tel:(011-237) 22-18-87/22-10-90
Telex: 8209KN
Fax:(011-237) 22-10-90, Ext311
Mr. Jean-Yves Dionne
First Secretary (Commercial)

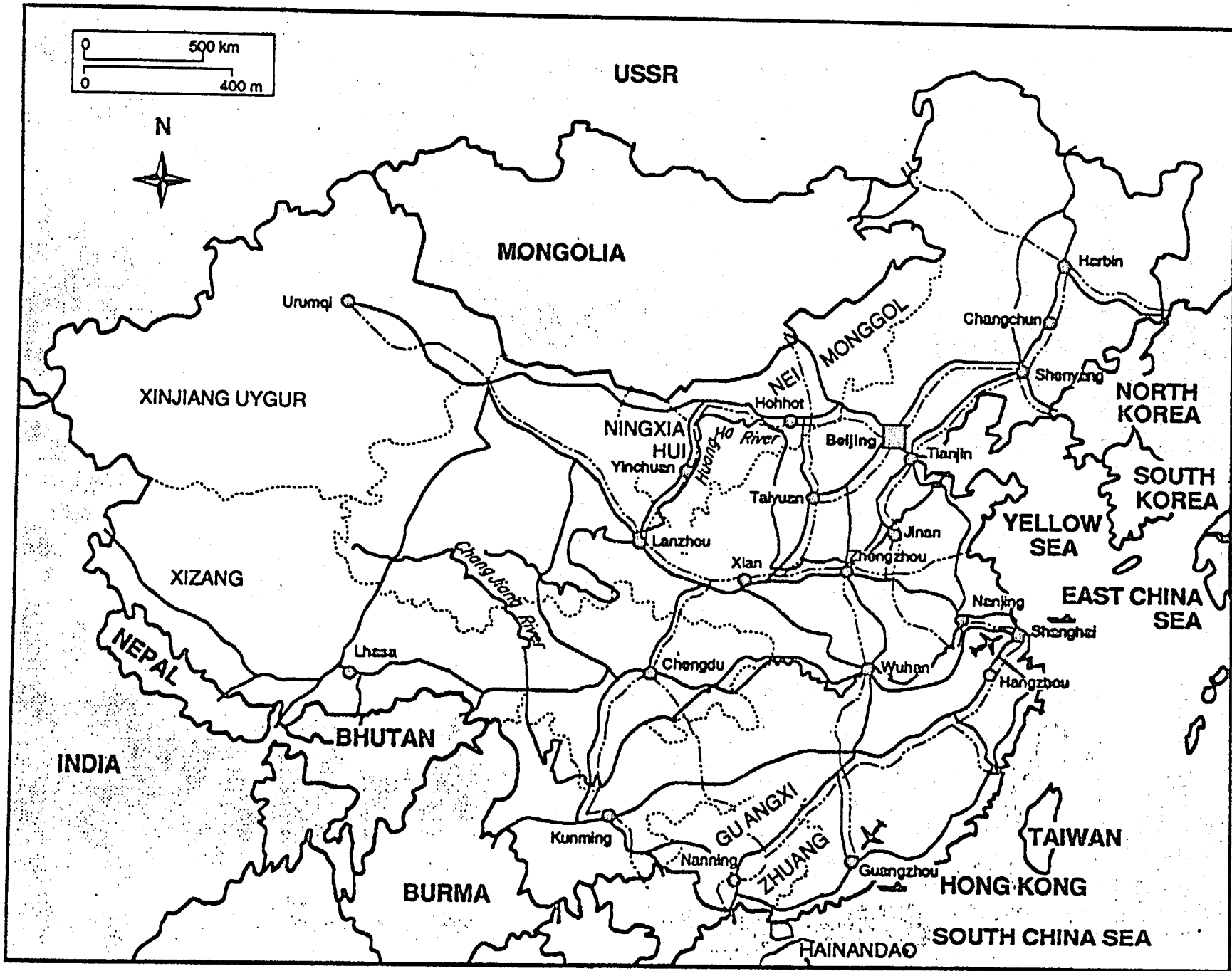
STE DIKABO ET FILS

P.O. Box 586,
Douala, Republic of Cameroon
Contact: Mr. Dikabo
Tel:(237) 42-78-42
Telex: 5801KN
Products: seafood fresh/frozen

UNIFISH CAMEROUN

P.O. Box 5609,
Douala, Republic of Cameroon
Contact: Mr. J. Pat Ofogba
Tel:(237) 42-17-44
Telex: 6043KN
Products: seafood fresh/chilled/frozen

Vancouver -10hr
Ottawa -13hr
Halifax -14hr



CHINA

There were 4.9 million peasant households engaged in fish raising and 400,000 specializing in fishing in 1985. Only a small proportion of the available coastal waters (20 percent, or 1 million hectares) and 3 million of the 5 million hectares of freshwater surface are being used for fisheries; however, fish stocks are already under a significant threat from constant overfishing. The deep sea fishing fleet is expanding its activities around the world. Chinese people have a very strong taste for fisheries products, but in China the per capita aquatic products consumption rate is only 9.6 kg per year, ranking China about 100th in the world.

The China National Fisheries Corporation (CNFC) operates an ocean fishing fleet composed of 100 trawlers and freezer-processing ships. More than half the fleet (and also its biggest ships) is currently operating in the West Africa region (Morocco, Senegal, Nigeria, Guinea Bissau, Sierra Leone, Mauritius). The rest of the Chinese fleet is spread out in North America (Alaska, region of the Bearing Sea) and in South America (Argentina). CNFC caught 80 percent of all the fish harvested by Chinese vessels in foreign seas (100,000 tons) last year. The fleet generally catches the following species in those regions: West Africa-slate cod croaker, hairtail and porgy; South America-right-eyed flounder (flatfish), grouper and silvery pomfret (butterfish).

According to the Ministry of Agriculture, China is the third largest aquatic products producer country in the world, after the USSR and Japan. China's fish output was approximately 10.6 million tons in 1988, of which 62,000 tons, worth \$969 million US was exported. In 1987, the overall most productive provinces (freshwater and seawater products combined) were Guangdong (1.7 million tons), Zhejiang (1.2 million tons) and Shandong (1.1 million tons). The main seawater aquatic products were Black scraper (407,210 tons), hairtail (393,606 tons), Round scad (344,753 tons) and mussel (312,680 tons). The main seawater fishery culture were prawns and shellfish. China exported more than 62,000 tons of fisheries products in 1988, with Japan and Hong Kong being the principal markets with 1/3 of total sales going to each country. Less than 25 percent of all aquatic products exported by China are processed (the bulk being refridgerated or frozen, with very small quantities canned, dried, salted, or for animal feed and medicine). Consequently, fresh fish makes up more than 75 percent of the 62,000 tons of aquatic products exported by China in 1988.

Despite the fact that Canada is the world's leading exporter of fisheries products with sales totaling \$2.8 billion Cdn in 1988, Canada sold only \$1.2 million Cdn worth of aquatic products to China the same year, only 0.04 percent of Canadian exports. On the other hand, according to China's Customs Statistics, China imported a total of 26,700 tons of aquatic products in 1988, valued at \$92 million US. Therefore, this means that Canada only shares 1.3 percent of China's aquatic products import market.

Sources indicate that China is not likely to import large quantities of fisheries products from Canada because our prices are much too high (mainly due to the high cost of freight). In 1988, the three main exporters of aquatic products to China were North Korea (\$32 million US), Burma (\$17.4 million US) and the USSR (\$14.2 million US), three socialist countries with rather cheap manpower and subsidized industries, and on top of it, of course, the friendship price (it is not clear whether or not these figures include barter trade or not). The three main other fish exporters to China are Uruguay (\$6.6 million US), Brazil (\$3.4 million US) and Argentina (2.6 million US), all developing countries also with labour forces much cheaper than Canada.

Another frequently mentioned reason to maintain or scale down current aquatic products imports, is the economic austerity programme and retrenchment policy of the Chinese government. The much needed hard currency must primarily go into infrastructure and productive projects, or simply improve existing aquatic products facilities in order to raise output. For example, there is a plan to develop 400,000 hectares of breeding pools for fish and shrimp in Shandong province by the year 2000. This plan is a part of a global project called "Yellow River Delta Development Programme", listed as one of China's eight key agriculture development projects by the State Council. Interested Canadian exporters are advised that the following governing bodies are responsible for the fisheries sector in China.

**CHINA NATIONAL FISHERIES
CORPORATION(CNFC)**
Import & Export Department
Mr. Liu Xinqing, Manager
Tel: 651-241 or 657-331/354
Telex: 22079 CNFCCN
Fax: 6012808

MINISTRY OF AGRICULTURE
Bureau of Aquatic Products
Division of Foreign Economics & Techniques
Mr. Pan Yipan, Division Director
Tel: 500-3294/3366/2922
Telex: 22233 MAGRCN
Fax: 5002448

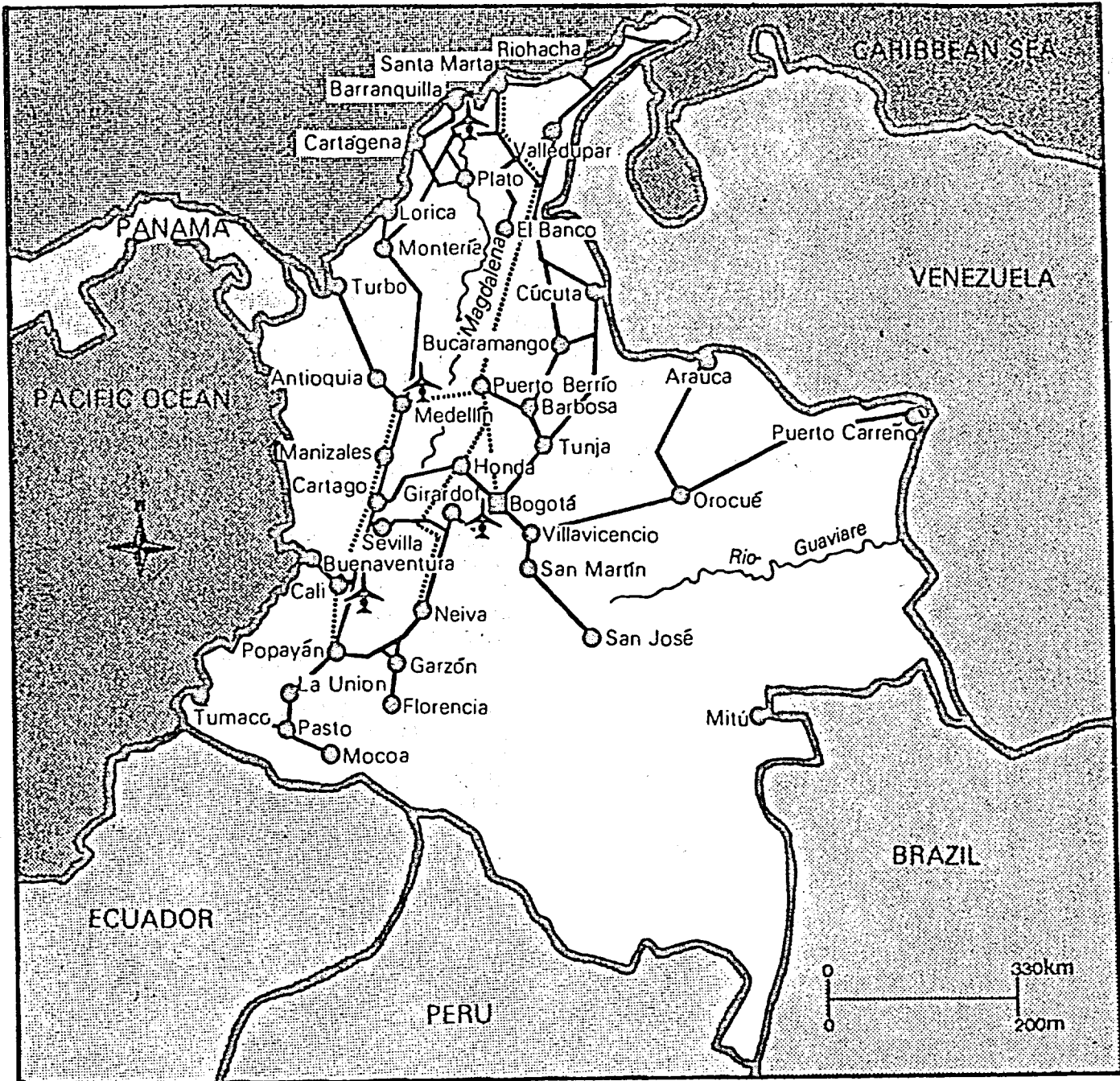
**CHINA NATIONAL CEREALS, OILS &
FOODSTUFFS IMPORT & EXPORT
CORPORATION**
Fruits, Vegetables & Aquatic Products Division
Mrs. Zhao Jinfen, Deputy General Manager
Tel: 512-4016/4551
Telex: 210051 COFADCN/22281 CEROF CN/2111

Overseas Business Division
Section III
Mrs. Jiang Xuemei, Deputy Manager
Tel: 555-865
Telex: 22281 CEROF CN/22111 CEROF CN
Fax: 551040

FOR FURTHER INFORMATION:

Canadian Embassy
10 San Li Tun,
Chao Yang District, Beijing
People's Republic of China
Tel:(011-86-1) 532-3536
Telex: 22717
Fax:(011-86-1) 532-1684
Mr. Denis Trottier
Commercial Officer

COLOMBIA



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

COLOMBIA

Despite the fact that Colombia has a coastline of some 1,800 miles, the fishing industry relatively underdeveloped and accounts for less than 1 percent of the Gross Domestic Product. The total catch in 1985 amounted to 34,500 tons. In 1985, per capita fish consumption was 4.5 kg, well below the international average of 16 kg. However, in recent years the government export promotion agency, Proexpo, has backed plans to develop the sector into a major export industry. Exports of crustaceans and fish grew by some 31 percent in 1988 to reach a provisional \$62.6 million. According to the recently established Asociación Nacional de Acuicultores de Colombia (ANAC), the country will harvest 56 tons of shrimp worth \$28 million this year, on shrimp farms extending over some 4,000 hectares. Colombia's Pacific coast is considered ideal for shrimp production, with optimum temperature and saline levels, and a pronounced tidal system. It can sustain up to three harvests a year, and farmers can exploit in parallel other non-traditional items such as babilla (a small cousin of the crocodile) and frogs for human consumption.

MAJOR COLOMBIAN SEAFOOD IMPORTERS

CADENALCO SA
Apartado 711,
Medellin, Colombia
Contact: German Jaramillo
Tel: 265-1515
Telex: 66717
Products: frozen and canned fish

DISTRIBUIDORA EDIMER
Avenida 20 de Julio,
San Andres Islas, Colombia
Tel: 3186
Products: canned seafood

IMPORT EXPORT DARY
Edificio Corpave, Of 305,
San Andres Islas, Colombia
Tel: 3191
Products: canned seafood

FOR FURTHER INFORMATION:

Canadian Embassy
Calle 76, No.11-52,
Apartado Aereo 53531/2,
Bogota 2, Republic of Colombia
Tel:(011-57-1) 217-5555/5152
Telex: 44568
Fax:(011-57-1) 235-6253
Mr. Carlos Van Cotthem
Commercial Officer

INTERNACIONES LTDA
Apartado 28500,
Bogota, Colombia
Contact: Nilson Rios
Tel: 261-0723
Products: frozen and canned fish

JOHN RESTREPO Y CIA
Apartado 13939,
Bogota, Colombia
Tel: 290-7888
Products: frozen and canned fish

PRONAL LTDA
P.O.Box 150,
San Andres Islas, Colombia
Tel: 6337
Telex: 40110
Fax:(98112) 6338
Products: canned seafood

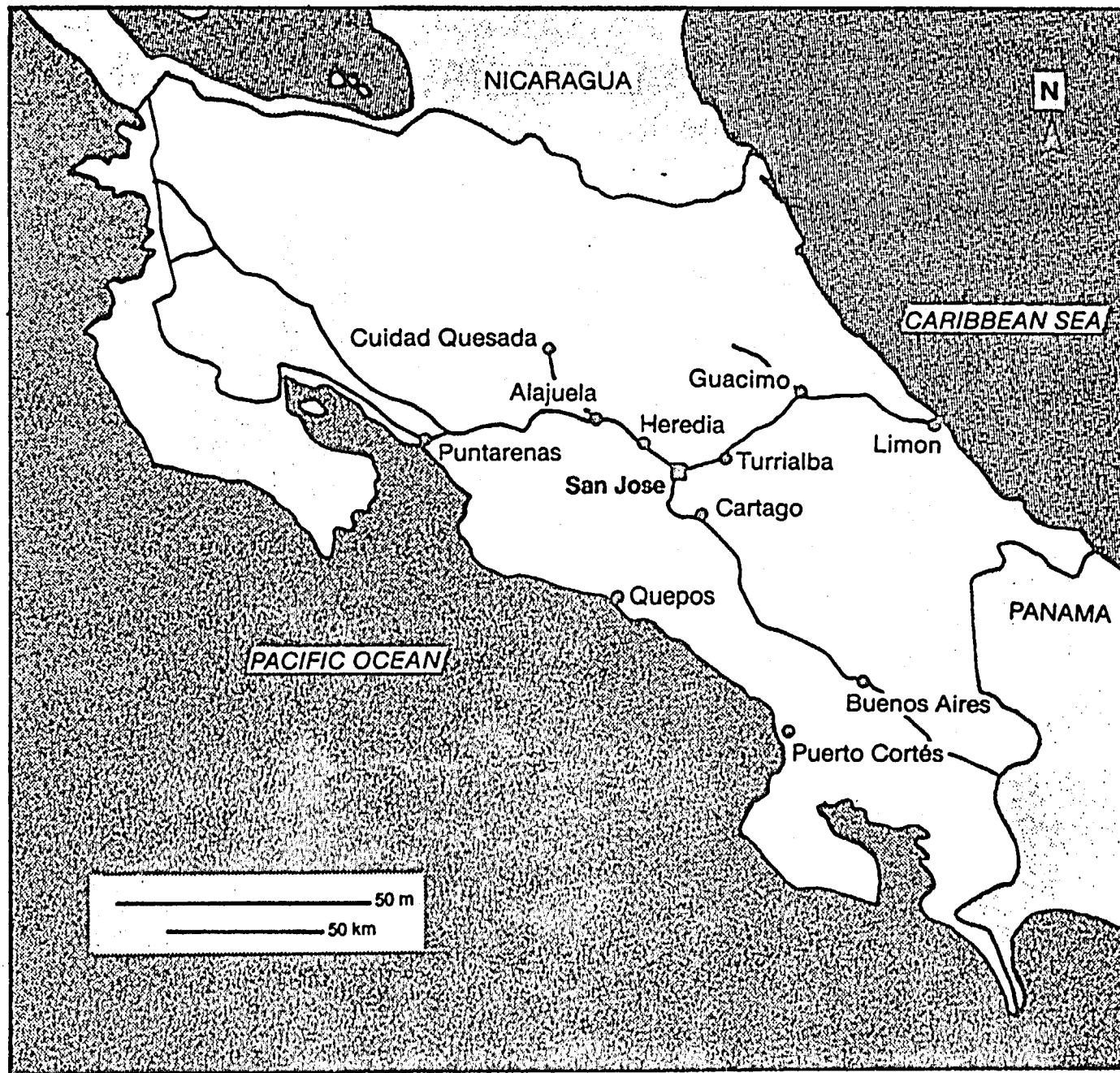
SURTI ISLAS
Apartado 496,
San Andres Islas, Colombia
Tel: 6801
Products: canned seafood

VANCLIFF NEWBALL BRITTON
Calle 4, No.4-134,
San Andres Islas, Colombia
Tel: 3840
Products: canned seafood

Vancouver +3hr

Ottawa +/-0hr

Halifax -1hr



COSTA RICA

COSTA RICA

The Canadian Embassy in Costa Rica is responsible for a territory which also includes Honduras, El Salvador, Nicaragua and Panama. The post territory has a population of 21 million people and consists of a number of distinct markets. Generally, seafood consumption is very low largely due to the fact that the local diet consists of mainly rice, beans, meat and tropical fruit. Consumption of seafood is increasing very slowly based on local production. However, the more sophisticated societies of Costa Rica and Panama are importing significant quantities of canned and frozen seafood products. Cod is imported by all the countries in the territory during Easter week.

The domestic fishery in Costa Rica plays a minor role in the overall economy. In 1986, Costa Rica was involved in the ratification of the Pacific Tuna Fishing Convention. Unfortunately, present and future gains from the Convention will likely go to foreign fleets rather than the domestic industry. Generally, the domestic fishery is maintaining a low rate of growth in the traditional catches of tuna, sardines and shrimp. The main suppliers to Costa Rica are Norway (50 percent) and Spain (25 percent).

MAJOR COSTA RICAN SEAFOOD IMPORTERS

CARIBBEAN IMPORT-EXPORT
Apartado Postal 1911-1000,
San José, Republic of Costa Rica
Tel:(506) 22-7103
Fax:(506) 53-4131
Products: seafood

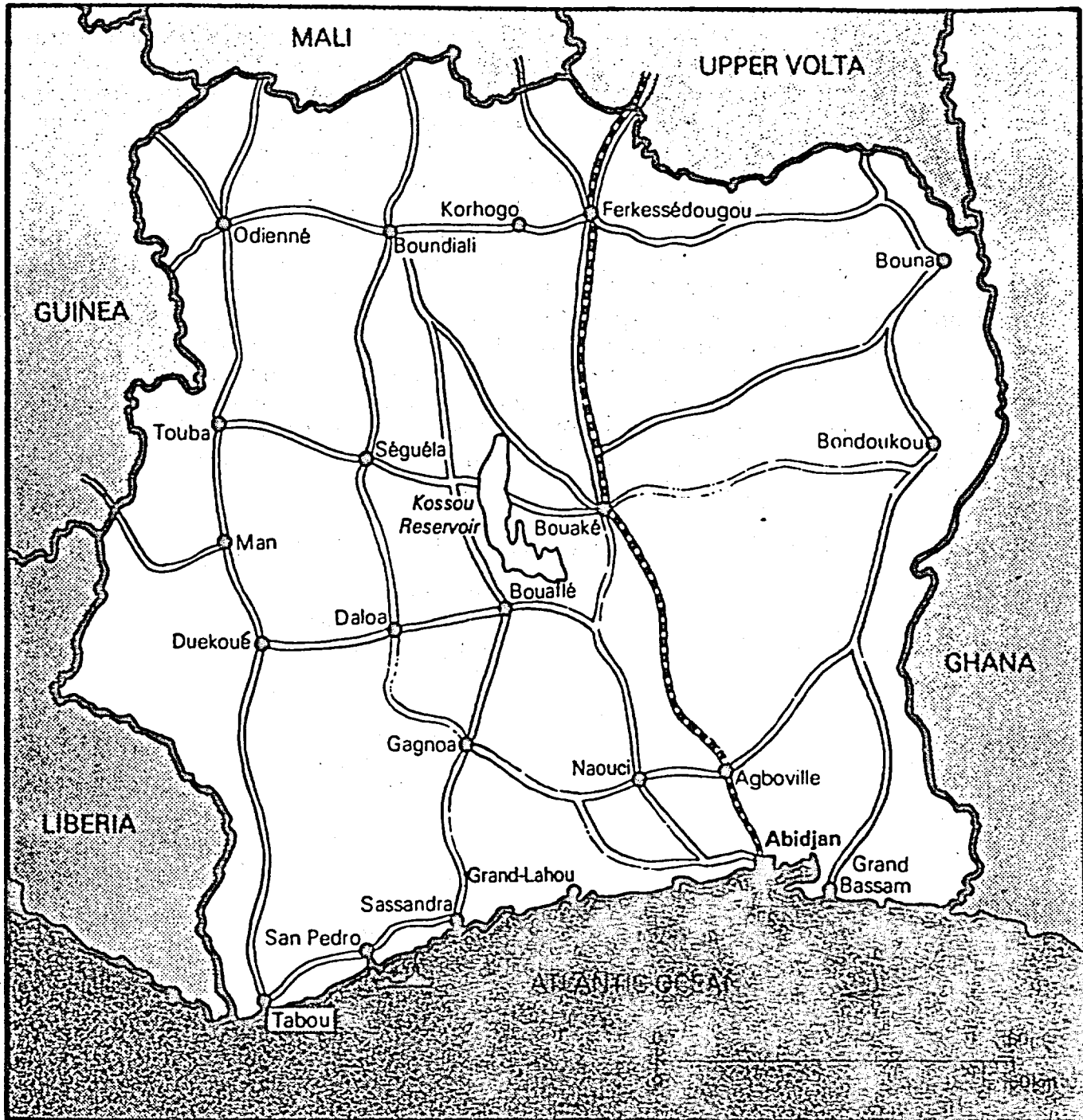
FAITH LTDA.
Apartado 410-1000,
San José, Republic of Costa Rica
Tel:(506) 22-7103
Fax:(506) 53-4131
Products: seafood

ROMERO Y ASSOCIATES
Apartado 3644-1000,
San José, Republic of Costa Rica
Tel:(506) 21-7828
Telex: 1050
Fax:(506) 55-1014
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
4th Floor, Cronos Building,
Apartado Postal 10303-1000,
Calle 3 y Avenida Central,
San José, Republic of Costa Rica
Tel:(011-506) 55-35-22
Telex: 2179
Fax:(011-506) 23-23-95
Mr. Manuel Ruiz
Commercial Officer

CÔTE D'IVOIRE



Vancouver +8hr Ottawa +5hr Halifax +4hr

CÔTE D'IVOIRE

The continental shelf off Côte d'Ivoire is narrow and stocks are not plentiful in the warm waters. By tonnage, mackerel, tuna, sardinella, grunts and croakers are the predominant commercial marine species. Lagoon and artisanal fisheries exploit shrimp, sardinella, lapianotus and other local saltwater species. Côte d'Ivoire is an good long-term market for large volumes of underutilized fish species. Mackerel and herring seem to offer the best opportunities for sales, although there may be possibilities for other species provided long term promotional efforts are undertaken. The main demand is for low-value, fatty species with preferred minimum fat content in the 18-20 percent range for general public consumption. Fish are imported frozen and sold to hawkers who sell the fish either smoked or fresh. Canadian firms must have a capacity to operate in French and be prepared to handle large orders at low prices. Long term exploitation of this market opportunity may require firms to examine one or all of the following factors to ensure competitiveness: costs and product characteristics resulting from Canadian harvesting practices; export consortia or joint marketing techniques; Canadian warehousing capacities; shipping arrangements; credit practices; joint ventures; and established marketing structures and practices. Canadian exporters should pay close attention to the language and established packaging forms in the trade.

MAJOR CÔTE D'IVOIRE SEAFOOD IMPORTERS

AFRIC INTER FREEZE
15 BP 318, Abidjan 15,
Contact: Mr. Joseph Fontana
Telex: 42313
Products: fish and seafood

COFRAL
05, BP 844, Abidjan 05
Contact: Mr. Jean-Francois Amida
Telex: 42415
Products: fish and seafood

IMPAC
18, BP 1242, Abidjan 18,
Contact: Mr. Mohamed Khachab
Products: fish and seafood

FOR FURTHER INFORMATION:

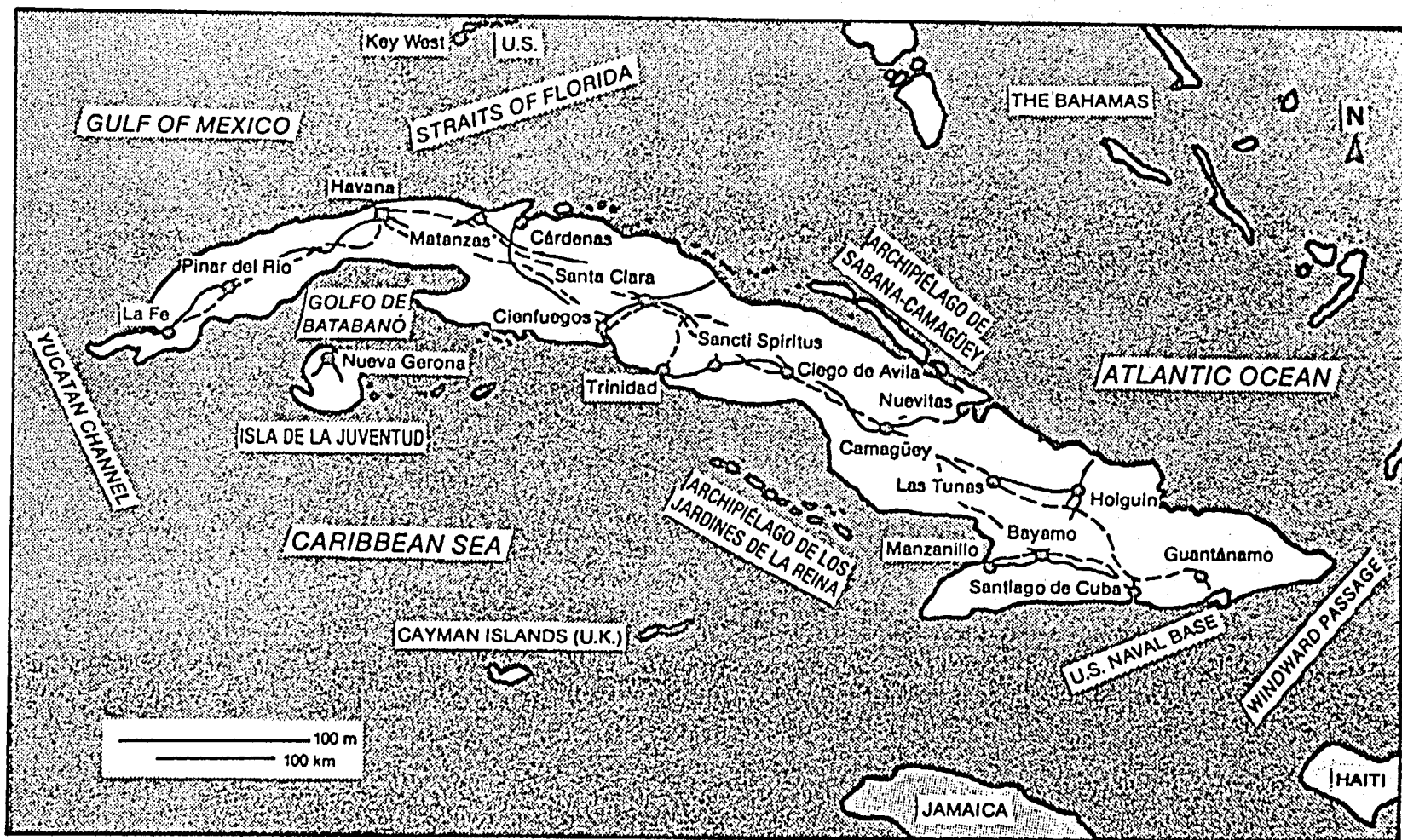
Canadian Embassy
Immeuble Trade-Center,
23, rue Nogues, C.P. 4104,
Le Plateau, Abidjan 01,
République de Côte d'Ivoire
Tel:(011-225) 32-20-09
Telex: 23593
Fax:(011-225) 32-77-28
Mr. Roch Ledoux
Counsellor (Commercial)

IMPROMER
07, BP 318, Abidjan 07,
Contact: Mr. Sami Moukarzel
Telex: 42201
Products: fish and seafood

PROMOFROID
01, BP 3877, Abidjan 01,
Contact: Mr. Deschamps
Telex: 42225
Products: fish and seafood

SIVCOGE
01 BP 3348, Abidjan 01,
Contact: Mr. Hotait Hadi
Telex: 42412 or 43367
Products: fish and seafood

Vancouver +3hr
Ottawa +/-0hr
Halifax -1hr



CUBA

CUBA

The Cuban fishing industry has received high priority since 1959. A Development Program was conceived with the objective of creating additional export capability as well as providing an additional source of protein to the Cuban population. The Cuban government owns the local fishing fleet and controls the country's fish product retail sales network. Cuban vessels receive allocations to fish surplus stocks in Canadian waters and NAFO managed stocks elsewhere in the Northwest Atlantic. The total catch in 1989 amounted to 191,889 tons, of which 30,400 tons was hake, 11,700 tons was lobster and 4,900 tons of shrimp. Cuba devotes most of its seafood production to export markets, primarily Canada, Western Europe and Japan. 1989 exports totalled 33,000 tons of fresh/processed lobster/shrimp, while fish preparations exports were 146,000 tons.

Cuba imports fish from Canada under a bilateral arrangement totalling approximately \$2.2 million. The agreement is renegotiated on an annual basis. Canadian salted fish is primarily used in Cuba's mountainous and remoter areas where electricity and/or refrigeration is unavailable. Local consumption of fish products is rather low, as the Cuban population has never developed a taste for fish. The current onset of present economic difficulties may push the Cuban population to increase consumption of fish products (provided it is made available) to supplement the current diet, and to provide an alternative source of protein, as a substitute for reduced allocations of beef/poultry. It is rumoured that fish will also be subject to rationing; a departure from previous practice where fish has been traditionally sold outside the rationing system. Cubans have a strong preference for wreckfish, red snapper and tuna, fresh or processed. Caribex is the state trading organization responsible for imports/exports of fish, fish preparations and seafood in Cuba, however, initial contact should be made with the Caribex office in Toronto.

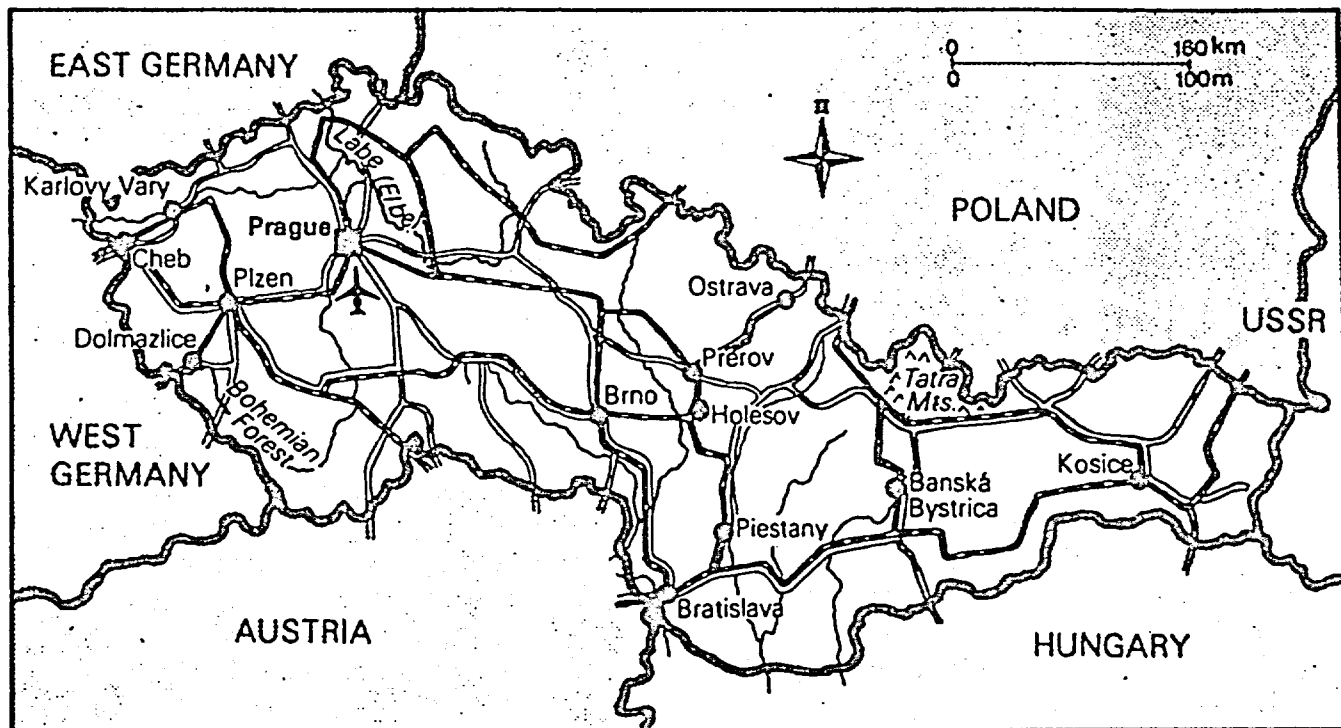
CARIBEX SEAFOODS INC.
Barlovento, Sante Fe,
Ciudad Havana, Republic of Cuba
Contact: Pedro Suarez

CARIBEX SEAFOODS INC.
350-650 Wilson Avenue
Downsview, Toronto
Ontario, Canada M3K 1Z3
Contact: Roberto Hernandez
Tel:(416) 630-6712
Telex: 06-22861 (CARIBEX)
Fax:(416) 630-6165
Products: fish and seafood

FOR FURTHER INFORMATION:

Canadian Embassy
Calle 30 No.518, Esquina, a7a Avenida,
Miramar, Havana, Republic of Cuba
NOTE: Send all mail to this address:
Commercial Division;
P.O. Box 500 (HVAN),
Ottawa, Ontario K1N 8T7
Tel:(011-53-7) 2-6516/17/27, 29-3392
Telex: 511586
Fax:(011-53-7) 22-70-44
Mr. Donald H. Leavitt
Counsellor (Commercial) and Consul

CZECHOSLOVAKIA



Vancouver +9hr Ottawa +6hr Halifax +5hr

CZECHOSLOVAKIA

Czechoslovakia imports approximately 40,000 tons of fish, of which 5,000-7,000 tons are imported from the USSR and East Germany, and the rest from various western countries. Present per capita consumption is approximately 5 kilos/head (including river fish and canned), and this total should be increased to 8 kilos/head in the future to improve diet patterns. The fish processing industry concentrates on mackerel and herring. There is no interest in starting to purchase or process new fish species. The following list is of fish imported by Czechoslovakia in 1989 with the information in brackets regarding pieces/kilo, competitive price in German marks per ton FCO Hamburg, and total imported quantity.

Mackerel	(2-4 pcs, 1,000DM, 6,000 tons)
Mackerel fillets	(4-10 pcs, 1,200-1,500DM, 3,000 tons)
Herring (Round)	(2-5 pcs, less than 900DM, 1,500 tons)
Herring fillets	Big (6-10 pcs, 1,600DM) Small (10-16 pcs, 1,400DM)
Herring (Gutted)	(5 pcs, 1,400DM, 1,500 tons)
Blue Withling	(2,000DM, 2,500 tons)
Halibut	(500 tons)
Tuna	(300 tons)

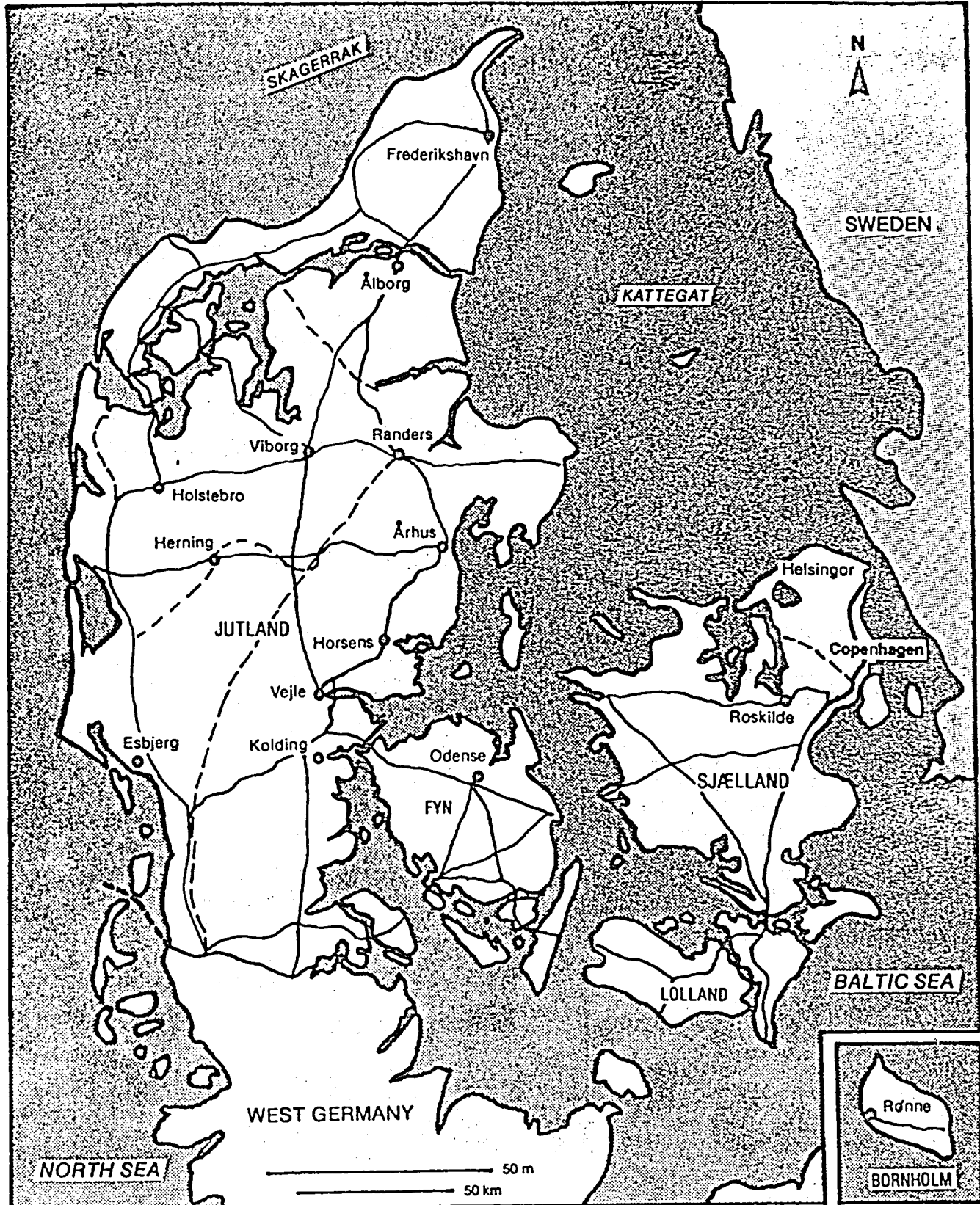
Hard currency funds to purchase the usual quantities of mackerel and herring are limited. The general experience has been that Canadian prices of any fish are higher than European competition mainly due to transportation costs. It has not yet been decided who will fund the fish purchases under the new economic conditions. However, the Canadian Embassy in Prague suggests interested exporters mail their price offers to the following organization which is the decision maker in the area of fisheries imports.

FRIGOCENTRUM
Vaclavske Nam.43
112-81 Prague 1, Czechoslovakia
Contact: Vaclav Blaha
Tel:(011-42-2) 264938

FOR FURTHER INFORMATION:

Canadian Embassy
Mickiewiczova 6,
125-33 Prague 6, Czechoslovakia
Tel:(011-42-2) 326941
Telex: 121061
Mrs. Ilona Boldova
Commercial Officer

DENMARK



Vancouver +9hr Ottawa +6hr Halifax +5hr

DENMARK

Denmark is one of the worlds ten largest fishing nations. The total catch in 1988 was 1.8 million tons (of which 326,000 tons were for human consumption, the rest for reduction to margarine and animal fodder). Denmark is the worlds third largest exporter of fish products (one half million tons in 1988, worth close to Cdn \$2.3 billion).

At the same time Denmark imports as much fish as it catches. Most of those imports are supplied by fishermen in adjacent countries who land their catches in Danish ports. Other import sources include Canada which in 1988, supplied 11,000 tons of fish (Cdn \$53 million) in direct exports, and probably one half as much again entered via other European ports. Denmark imports species that are unavailable locally, and local species when supplies are inadequate to meet Danish needs. Principal imports are shrimp, pacific salmon, lumpfish roe, lobster, and often salt cod, eels and fillets. With a well-established, rapid transport system to the other European countries, there is also interest in other species, particularly those demanding high consumer prices and of gourmet interest.

MAJOR DANISH SEAFOOD IMPORTERS

ALTRACO INTERNATIONAL APS

Bregnevej 29,
3500 Vaerloese, Denmark
Contact: Mr. Erling Bjoedstrup
Tel: 42/486085
Fax: 42/486812

Products: frozen Atlantic salmon, frozen lobster meat, frozen & block shrimp, squid, frozen crab, ketar salmon roe, cod roe, lumpfish roe, turbot, greenland halibut, specialty seafoods

AMANDA-KONSERVES 555

Kastanievej 4, Postboks 29,
5300 Kerteminde, Denmark
Contact: Mr. E. Lindorf Hansen
Tel: 65/321555
Telex: 50845 AMANDA
Products: fish roe from all cod families

ANGLY FISK APS

Kanalvej 3,
3250 Gilleleje, Denmark
Contact: Mr. Kjeld Angly
Tel: 48/302121
Fax: 48/303637
Telex: 40873 ANGLY DK
Products: frozen Pacific chum

ANTHONISEN, P. A/S

Havnen,
9990 Skagen, Denmark
Contact: Mr. P. Anthonisen
Tel: 98/442222
Fax: 98/443266
Telex: 67526 PA DK
Products: herring

ARCTIC FISH LTD.

P.O. Box 232,
1502 Copenhagen V, Denmark
Contact: Mr. Sven Gadegaard
Tel: 31/248088
Fax: 31/230324
Telex: 19014 ARCFI DK
Products: frozen Pacific chum

BOSTAMOSE,

Oestrest. 1A,
2930 Klampenborg, Denmark
Contact: Mr. Joergen Thyrring
Tel: 31/633777
Telex: 16677 THYRA DK
Products: seafood

BK-FOOD A/S

Herlev Hovedgade 195,
2730 Herlev, Denmark
Contact: Mr. Leif Joergensen
Tel: 42/846233
Fax: 42/846770
Telex: 33710 BKFOOD DK
Products: frozen chum and pink, frozen lobster

CAVIAR IMPORTENF APS

Hovedvej 1,
2100 Copenhagen OE, Denmark
Contact: Mr. Niels Buchholst
Tel: 31/420201
Fax: 31/420733
Telex: 19301 NKBUCH DK
Products: pink salmon canned, canned crab

CHRISTENSEN, KARL O. APS

Holte Midtpunkt 23,
2840 Holte, Denmark
Contact: Mr. J. Hornstrup-Christensen
Tel: 42/425511
Fax: 42/425533
Telex: 54245 DANCO
Products: frozen Atlantic & Pacific salmon
canned, frozen lobster, frozen shrimp, crab

CIMBRIC FISKEKONSERVES A/S

Jerupvej 726 Vogn,
9870 Sindal, Denmark
Contact: Mr. Paul L. Jensen
Tel: 98/930444
Fax: 98/930466
Telex: 67888 CIMKON DK
Products: frozen salmon, frozen lobster, frozen
trout, surimi, frozen and block shrimp

DAN-COD FISH APS

Stenhuggervej 12-14,
6710 Esbjerg V, Denmark
Contact: Mr. Bent Nielsen
Tel: 75/152200
Fax: 75/158246
Telex: 54245 DANCO
Products: wet, salted cod

DANISH FUR ANIMAL FEED

Udbyhoejgaard 63,
8900 Randers, Denmark
Contact: Mr. Mogens Soendergaard
Tel: 86/427422
Fax: 86/411466
Telex: 65176 DPF DK
Products: frozen cod offals, saithe, pollock

ELOF HANSSON APS

Gydevang 42, 1,
3450 Alleroed, Denmark
Contact: Mr. Preben Storm Petersen
Tel: 42/270822
Telex: 19680 ELOFAS DK
Products: seafood

ESPERSEN A/S

Sydhavnen, P.B. 59,
3700 Roenne, Denmark
Contact: Mr. Poul E. Espersen
Tel: 53/952111
Fax: 53/952567
Telex: 48137 ESPROE
Products: frozen Atlantic & Pacific salmon

FELDTHUSEN, CARL. B.

Vesterbrogade 2D,
1620 Copenhagen V, Denmark
Contact: Mr. Nicolaj Zander Olsen
Tel: 33/112409
Fax: 33/912409
Telex: 16809 CBF DK
Products: frozen Pacific salmon canned, frozen
lobster meat

FOEDECO A/S

Dianavej 11,
7100 Vejle, Denmark
Contact: Mr. Jens Uth
Tel: 75/833333
Fax: 75/833341
Telex: 61141 FODECO DK
Products: cod, herring & fillets, frozen salmon,
lobster, frozen scallops, shrimp, squid, cod roe

FREDERIKSVAERK AALEEKSPORT K/S

P.O. Box 4,
3300 Frederiksvaerk, Denmark
Contact: Mr. Niels Priess
Tel: 42/120009
Tlx: 40029 FRVAAL DK
Products: frozen salmon, live & frozen eels

GLYNGOERE--LIMFJORD A/S

Bredgade, Glungoere,
7870 Roslev, Denmark
Contact: Mr. Poul Lauritzen
Tel: 97/731500
Fax: 97/731825
Telex: 66695 GLYNFI DK
Products: frozen Pacific salmon, frozen clams,
frozen lobster & meat, frozen scallops, frozen &
block shrimp, frozen squid & crab

GLYNGOERE--LIMFJORD A/S N.M.

Oddervej 100 A,
7900 Nykoebing Mors, Denmark
Contact: Mr. Knud Skovsager
Tel: 97/721700
Fax: 97/723058
Telex: 66682 OYSTER DK
Products: frozen scallops, salted lumpfish roe

GUISE & CO.

Bagsvaerd Torv 12, 2,
2880 Bagsvaerd, Denmark
Contact: Mr. Stephen Guise
Tel: 42/980820
Fax: 42/442750
Telex: 37340 GUISCO DK
Products: fresh lobster, frozen scallops, fresh & frozen crab, coho salmon

HJERTING LAKS A/S

Bytoften, Hjerting,
6710 Esbjerg V, Denmark
Contact: Mr. Otto Kjaergaard
Tel: 75/115222
Fax: 75/115389
Products: frozen Atlantic salmon, frozen clams & scallops, frozen lobster & meat, frozen & block shrimp, frozen & canned crab

HOLM, PETER, A/S

Ulsnaes 33,
6300 Graasten, Denmark
Contact: Mr. Ove Hansen
Tel: 74/651150
Fax: 74/652820
Telex: 52820 HOLM DK
Products: capelin for pet food

IRMA A/S

Helseholmen 26,
2650 Hvidovre, Denmark
Contact: Mrs. Lene Voegg
Tel: 31/783000
Fax: 36/771816
Telex: 15552 IRMA DK
Products: frozen lobster

KANGAMIUT FISH TRADE A/S

Slotsgade 19-21,
9330 Dronninglund, Denmark
Contact: Mr. Niels Rasmussen
Tel: 98/842311
Fax: 98/842312
Telex: 69811 URNERA DK
Products: salmon, shrimp, black halibut, scallops

LYKKEBERG, P., A/S

Fisketorvet 15,
1561 Copenhagen V, Denmark
Contact: Ms. Susanne Folmer
Tel: 33/154500
Fax: 33/153090
Telex: 15740 SIRENA DK
Products: cod, herring, salmon

NB AGENCIES INTERNATIONAL

Avderoedvej 28,
2980 Kokkedal, Denmark
Contact: Mr. N. Berg
Tel: 42/180174
Telex: 42236 DANPRO DK
Products: cod, salmon, shrimp, prawns, canned fish, frozen octopus & squid

NORDISK :ANDELSFORBUND (NAF)

Vester Farimagsgade 1,
1606 Copenhagen V, Denmark
Contact: Mr. Bent Jakobsen
Tel: 33/151533
Fax: 33/155861
Telex: 27111 NAFCPH DK
Products: lobster, shrimp, frozen & canned crab

NORLAX A/S

Herluf Trolles Vej 14,
9850 Hirtshals, Denmark
Contact: Mr. Claus Holstein
Tel: 98/944244
Telex: 67734 NORLAX
Products: frozen Atlantic & Pacific salmon

NYBORG LUNFROST (FDB FROZEN FOOD)

Storebaeltsvej,
5800 Nyborg, Denmark
Contact: Mr. Jens Kronborg
Tel: 65/317000
Fax: 65/302230
Telex: 50320 NYLYN DK
Products: frozen Pacific salmon

PACIFIC SALMON & SEAFOOD

Skaboehusevaenget 9,
5800 Nyborg, Denmark
Contact: Mr. Erik Graae Nielsen
Tel: 65/312313
Fax: 65/312313
Telex: 50880 FYNFRO DK
Products: salmon, lobster

PARIDAN FOOD
Vaerebrovej 51-53,
3560 Oelstykke, Denmark
Contact: Mr. Thoegersen
Tel: 42/177224
Telex: 42566 LEX DK
Products: finished frozen foods

PESCADANA APS
Havnevej 11,
3300 Frederiksvaerk, Denmark
Contact: Mr. S. Jensen
Tel: 42/121302
Fax: 42/121535
Telex: 42540 PESCA DK
Products: chum salmon, frozen lobster and meat,
frozen squid

PETERSEN, A/S TH., & COMPANY
Trindhølmegade 2-8,
6000 Kolding, Denmark
Contact: Mr. Joergen Hoegh Nielsen
Tel: 75/520322
Fax: 75/520612
Telex: 51306 FISKP DK
Products: frozen Atlantic & Pacific salmon

POLARFISK A/S
Fisketorvet 30,
1561 Copenhagen V, Denmark
Contact: Mr. Bo Bendixen
Tel: 33/135777
Telex: 22953 POLAFI DK
Products: frozen Atlantic & Pacific salmon,
clams, lobster & meat, frozen scallops & squid,
frozen & block shrimp, crab

PRIESS & COMPANY
Glyngoere,
7870 Roslev, Denmark
Contact: Mr. A. Priess
Tel: 97/731044
Fax: 97/732063
Telex: 66694 PRIES DK
Products: Atlantic & Pacific salmon, shrimp &
squid, greenland halibut, cod & lumpfish roe

FOR FURTHER INFORMATION:

Canadian Embassy
Kr. Bernikowsgade 1,
DK=1105 Copenhagen K,
Kingdom of Denmark
Tel:(011-45-33) 12-22-99
Telex: 27036
Fax:(011-45-33) 14-05-85
Mrs. Jade L. Neergaard
Commercial Officer

PRIME FOODS APS
P.O. Box 623 Stilling,
8660 Skanderborg, Denmark
Contact: Mr. Aksel Nielsen
Tel: 86/571388
Telex: 63157 SKANBO DK
Products: fresh & frozen fish

RAHBEEK FISK A/S
Vesthavnen, Postboks 235,
7000 Fredericia, Denmark
Contact: Mr. Morten Rahbek Hansen
Tel: 75/922000
Fax: 75/910213
Telex: 51126 RAHFI DK
Products: cod blocks, scallops

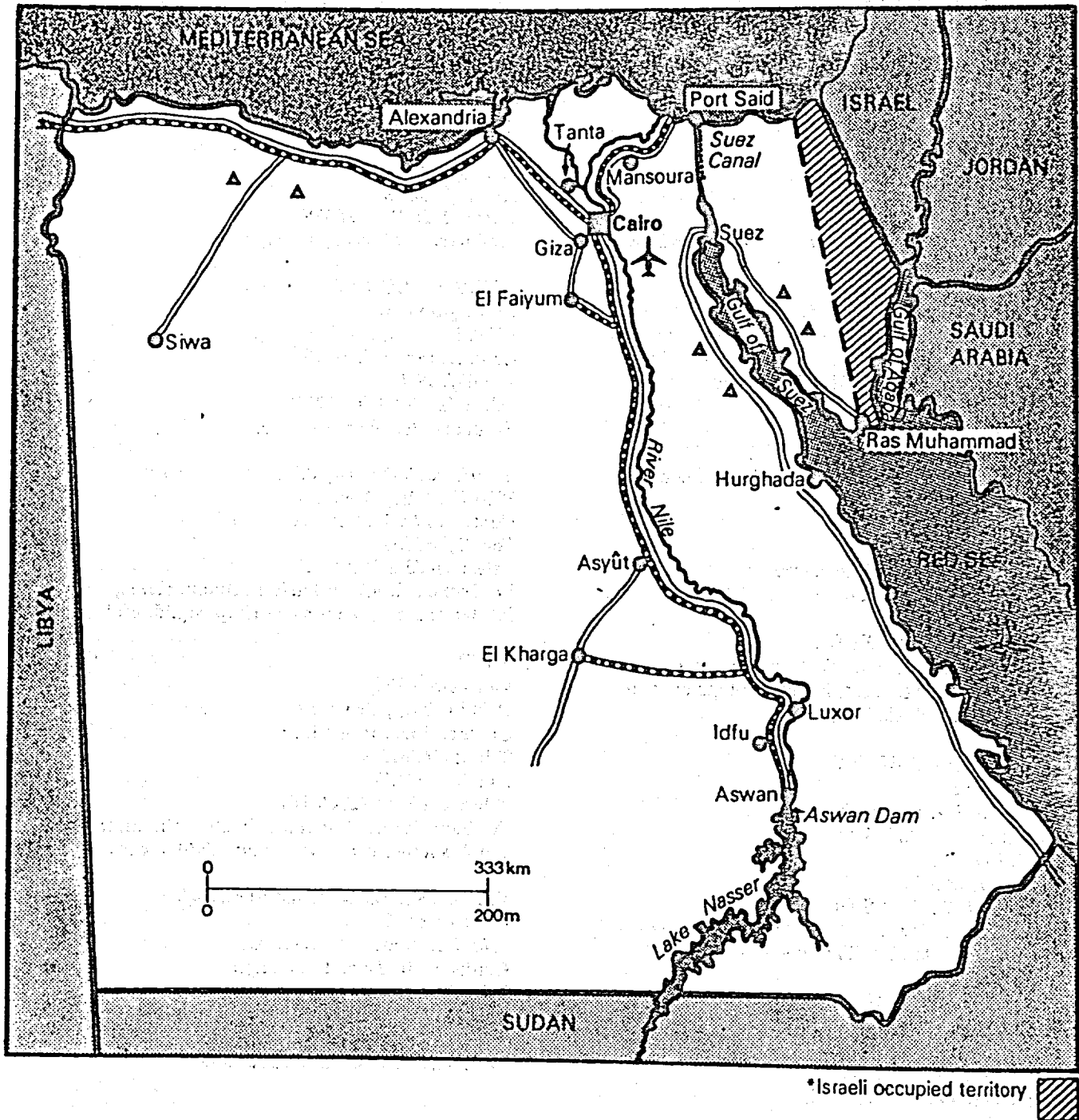
SEJRBO & SON AB
2359 Dymollan,
25400 Klippan, Sweden
Contact: Mr. H.J. Sejrbo
Tel: 43/515201
Telex: 72325 KLIPPAN S
Products: live or frozen eels

SEPIO Kildeskovsvej 86 A
2820 Gentofte, Denmark
Contact: Mr. Bo Bendixen
Tel: 31/650055
Telex: 27055 SEPIO DK
Products: Atlantic & Pacific salmon, clams,
lobster & meat, scallops, shrimp, squid, crab

SIRENA
Vangedevej 195,
2860 Soeborg, Denmark
Contact: Mr. Steen Riber
Tel: 31/565611
Fax: 31/562655
Telex: 19179 SIRENA DK
Products: frozen & canned Pacific salmon, frozen
squid, salmon roe, frozen white & blue turbot

VENDSYSSSELS HANDELSHUS A/S
Fisketorvet 37,
1561 Copenhagen V, Denmark
Contact: Mr. Peter Bamberger
Tel: 33/126167
Fax: 33/936160
Telex: 15542 VENDSY DK
Products: frozen Atlantic salmon

EGYPT



EGYPT

The Arab Republic of Egypt is a potential long-term market for substantial volumes of underutilized fish species. Mackerel and herring seem to offer the best opportunities for sales, although there could be possibilities for other species which may be substituted for such fish as red snappers and true mullets. Some demand for higher valued products such as salmon does exist, but direct access to this luxury market is difficult. Major European food shows such as SIAL and ANUGA offer the possibility of direct contact with buyers for the market in Egypt.

Total Egyptian consumption of fish is 360,000 mt per year, out of which 150,000 mt are imported frozen, but not fresh or shellfish. Egypt is primarily a market for herring and horse mackerel, which account for about 80 percent of total imports. The product is frozen, whole, round and retailed by the Egyptian Fish Marketing Company. Frozen fish imports are determined by the State Budget which provides for 40,000 tons annually. Of this, 25,000 tons is supplied by the USSR under a bilateral arrangement, the balance, 15,000 tons, is allocated by tender. Most tenders issued by the Ministry of Supply tenders are in the 2,000-3,000 ton range. The Egyptian Ministry of Supply has general authority for the supply of commodities to the local market, which reflects the low fixed market prices for foodstuffs. However, this makes the market relatively accessible for fish, given that food is essential and foreign exchange must be allocated for imports.

Due to a diminishing budget and foreign exchange constraints, public sector imports have dropped significantly and the government is now encouraging greater participation by the private sector. Private importers would welcome offers from Canadian suppliers on a \$US CIF per ton basis. They would then calculate this purchase cost in Egyptian pounds and submit their own quotation to government wholesalers. If such Egyptian offers of Canadian fish are accepted by the government, the local importer will open irrevocable confirmed letter of credit in US dollars. Payment is only effected subsequent to the shipment being checked and passed by Egyptian customs and health authorities. To guard against the risk of rejection, suppliers should obtain appropriate insurance coverage. If exporters wish to pursue this opportunity, the Canadian Embassy will forward full details on technical, general specifications and phytosanitary requirements according to Egyptian law.

Canadian firms must be prepared to handle large orders at low prices. While no official discrimination exists against private traders, preferential licensing treatment may be extended to the State trading organizations when foreign exchange is scarce, which is why the majority of the importation is done by the Fish Marketing Company.

MAJOR EGYPTIAN SEAFOOD IMPORTERS

ABDEL RAOUF HUSSEIN
P.O. Box 991,
Cairo, Arab Republic of Egypt
Tel: 878119
Telex: 720 UTABA UN
Products: fish and seafood

BENTLEY'S EGYPT
10A Ramses Street
Heliopolis, Arab Republic of Egypt
Contact: Mr. Karim Maher Henein
Tel: 665609
Telex: 94125 MAHEN UN
Products: fish and seafood

EDFINA CANNED FOODS
El-Ros El Souda, Montazah
Alexandria, Arab Republic of Egypt
Contact: Mr. Adel Ezz El Arab El Samahy
Tel: 587-9917/5017
Telex: 54076 EDFI UN
Products: fish and seafood

EGYPTIAN FISH MARKETING COMPANY
42 El Thawra Street
Heliopolis, Arab Republic of Egypt
Contact: Mohammed Fahmy Mosilhi
Tel: 686204/290-2447
Telex: 20464 ASMAK UN
Products: fish and seafood

EL NASR EXPORT & IMPORT COMPANY
P.O. Box 1889,
Cairo, Arab Republic of Egypt
Tel: 758412
Telex: 92232 SHN UN
Products: fish and seafood

FOR FURTHER INFORMATION:

Canadian Embassy
6 Mohamed Fahmy el Sayed Street,
P.O. Box 2646,
Garden City, Cairo
Arab Republic of Egypt
Tel: (011-20-2) 354-3110
Telex: 9-2677
Fax: (011-20-2) 355-7276
Mr. G.J. Shannon
Counsellor (Commercial) and Consul

GENERAL AGENCIES CENTER
P.O. Box 1889,
Cairo, Arab Republic of Egypt
Tel: 757630
Telex: 21582 PBADL UN
Products: fish and seafood

MEGO FISH, FISH MARKET
Ghamra, Cairo
Arab Republic of Egypt
Contact: Mr. Magdy Abu Ghali
Tel: 951404
Products: fish and seafood

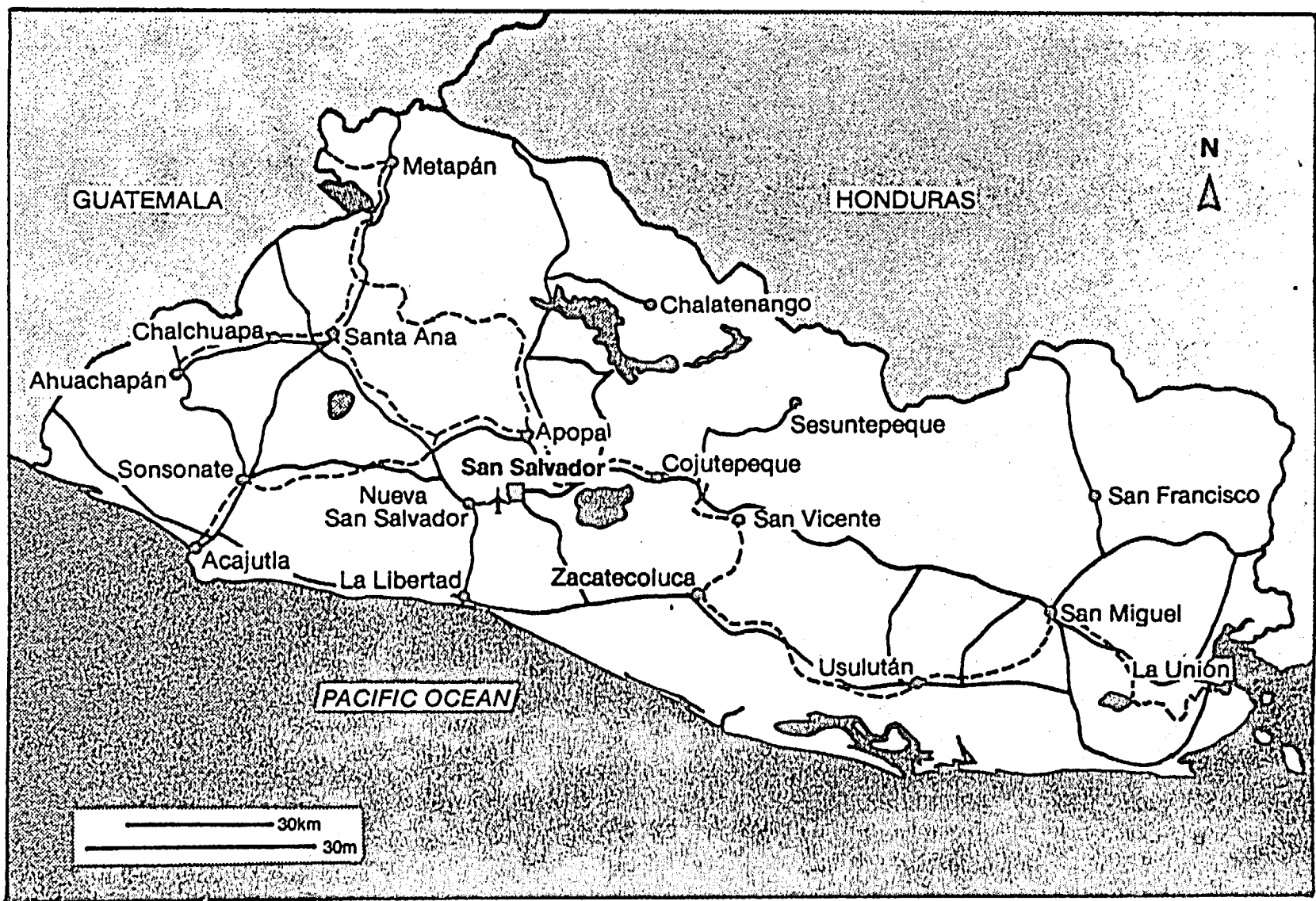
**MISR ASWAN FISHING AND FISH
PROCESSING COMPANY**
1 Abdallah Diraz, Golf Land
Heliopolis, Arab Republic of Egypt
Contact: Dr. Eng. Ali M. Abou Zeid
Tel: 672475/666621
Telex: 93784
Products: fish and seafood

MOGAB UNIVERSAL
8 Mahrouky Street
Agoza, Cairo
Arab Republic of Egypt
Tel: 849865
Products: fish and seafood

**RAMSES OFFICE FOR EXPORT AND
INTERNATIONAL TRADE**
14 Salah El Din and Mohamed Mahmoud Cross.
Port Said, Arab Republic of Egypt
Contact: Mr. Mahmoud El Said Sobh
Products: fish and seafood

SEA HORSE, CAIRO
57 Gamiat Al Dowal Al Arabia Street
Dokki, Arab Republic of Egypt
Contact: Mr. Ibrahim F. Abou Omar
Tel: 348-1570/710625
Telex: 63174-63175 PSD UN (SEA HORSE)
Products: fish and seafood

Vancouver +3hr
Ottawa +/-0hr
Halifax -1hr



EL SALVADOR

EL SALVADOR

The Canadian Embassy in Costa Rica is responsible for a territory which includes El Salvador. The post territory has a population of 21 million people and consists of a number of distinct markets. Generally, seafood consumption is very low largely due to the fact that the local diet consists of mainly rice, beans, meat and tropical fruit. Consumption is increasing very slowly based on local production. Cod is imported by all the countries in the territory during Easter week.

The domestic fishery in El Salvador largely consists of an underdeveloped artisanal fishery with a contrasting modern export-oriented shrimp sector. Overall, the domestic fishery contributed less than 1 percent to overall GDP in 1986. El Salvador is expected to have approximately 350 hectares of shrimp farms under operation in the future, to help add to the estimated \$16 million in shrimp exports in 1988.

MAJOR EL SALVADOR SEAFOOD IMPORTERS

SALIMEX
P.O. Box 845,
San Salvador, El Salvador
Tel:(503) 22-3318/21-4552
Fax:(503) 23-5725
Products: seafood

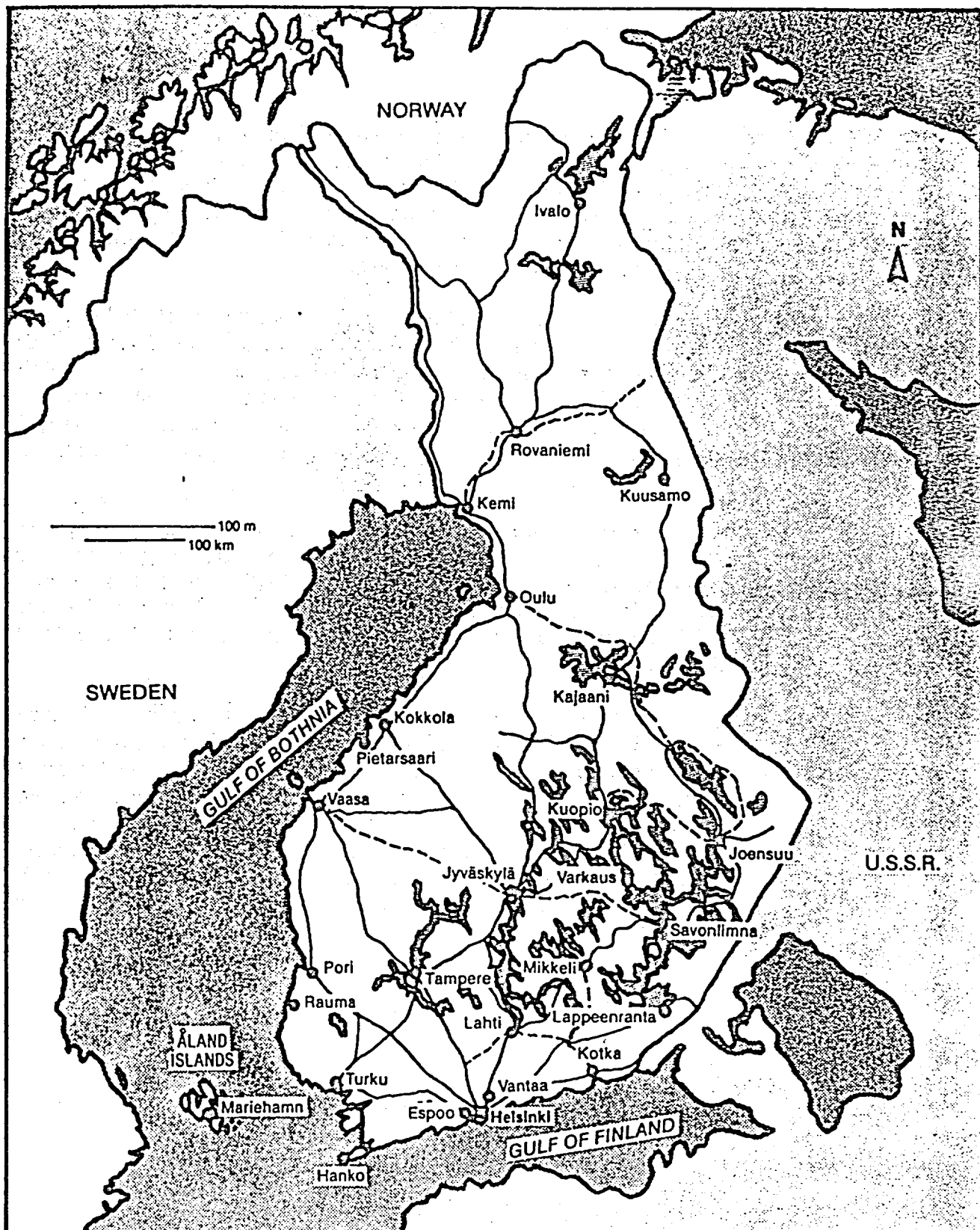
SUPERMERCADOS AMERICA S.A.
Calle Gerardo Barrios,
1511 San Salvador, El Salvador
Tel:(503) 21-0337/21-0338
Products: seafood

SUPERMERCADOS BETHOVEN S.A.
Paseo General Escalon,
Centro Comercial Bethoven
San Salvador, El Salvador
Tel:(503) 23-3000/3122
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
4th Floor, Cronos Building,
Apartado Postal 10303-1000,
Calle 3 y Avenida Central,
San José, Republic of Costa Rica
Tel:(011-506) 55-35-22
Telex: 2179
Fax:(011-506) 23-23-95
Mr. Manuel Ruiz
Commercial Officer

FINLAND



Vancouver +10hr Ottawa +7hr Halifax +6hr

FINLAND

Finns are among the largest consumers of fish per capita in the world, 33 kg per person in 1987. Total consumption of seafood is approximately 160,000 tons per year. In 1988, Finland imported 16,000 tons of fish or 10 percent of total consumption. Exports amounted to 5,000 tons. The main domestic catch is Baltic herring, a degenerated form of the Atlantic herring, which is the basic fish diet in Finland. The allowable catch of Baltic herring is 100,000 tons per year.

To protect the domestic fishery, Finland has restricted imports of most fish species which would compete with the domestic catch. Restrictions cover salmon related species, tuna, mackerel and eel, which Finns eat regularly. Other ocean fish can be imported without permits, but the demand is limited to cod and flatfish which are only imported in minor quantities. Imports of fish fillets, fresh or frozen, are free of limitations. Cod, related species and flatfish are at the top of the import statistics and imports of other species are minimal.

Imports of all freshwater species are restricted, and permits are granted only for imports of whitefish, which is imported whole gutted and frozen for smoking. Most of the imported ocean species end up in smokeries like flatfish, mackerel and eel. Only cod related species can be found in frozen blocks in retail stores, the only way frozen fish is retailed in Finland. Consumers will not buy whole frozen fish in Finland when fresh fish is readily available.

Finns are learning to eat shrimp. Total imports of frozen shrimp in 1988 were 305 tons. Lobster is consumed in Finland but not in large quantities. Imports of frozen lobster have remained under 20 tons in recent years. Although 90 percent of imports are of Canadian origin, they are imported from France as are most seafood items with limited demand. There are only three Finnish importers of seafood items, one imports various kinds of seafood, the other is specialized in shellfish and the third imports only shrimp. Volume items (i.e. cod and pollock fillets in 400 g frozen blocks in retail packages with wrappers printed in Finnish and Swedish languages) are imported directly by the four main wholesale and retail chains.

MAJOR FINNISH SEAFOOD IMPORTERS

ARVO KOKKONEN OY
Tattarisuontie 1 A,
00770 Helsinki, Finland
Telex: 125823
Fax: 358-0-384951
Products: shellfish

EKA CO-OPERATIVE
Hameentie 19,
00501 Helsinki, Finland
Products: volume seafood

KALAKOMPPANAI OY

Verkkosaari,
00500 Helsinki
Telex: 1001906
Fax: 358-0-737355
Products: specialty seafoods

KESKO OY

Satamakatu 3,
00160 Helsinki, Finland
Products: volume seafood

FOR FURTHER INFORMATION:

Canadian Embassy

Pohjois Esplanadi 25 B,
P.O. Box 779,
00101 Helsinki,
Republic of Finland
Tel:(011-358-0) 171-141
Telex: 121363
Fax:(011-358-0) 601-060
Mr. C.C. Charland
Counsellor (Commercial) and Consul

OY PETRO AB

68820 Esse, Finland
Telex: 7535 KJELL
Products: shrimp

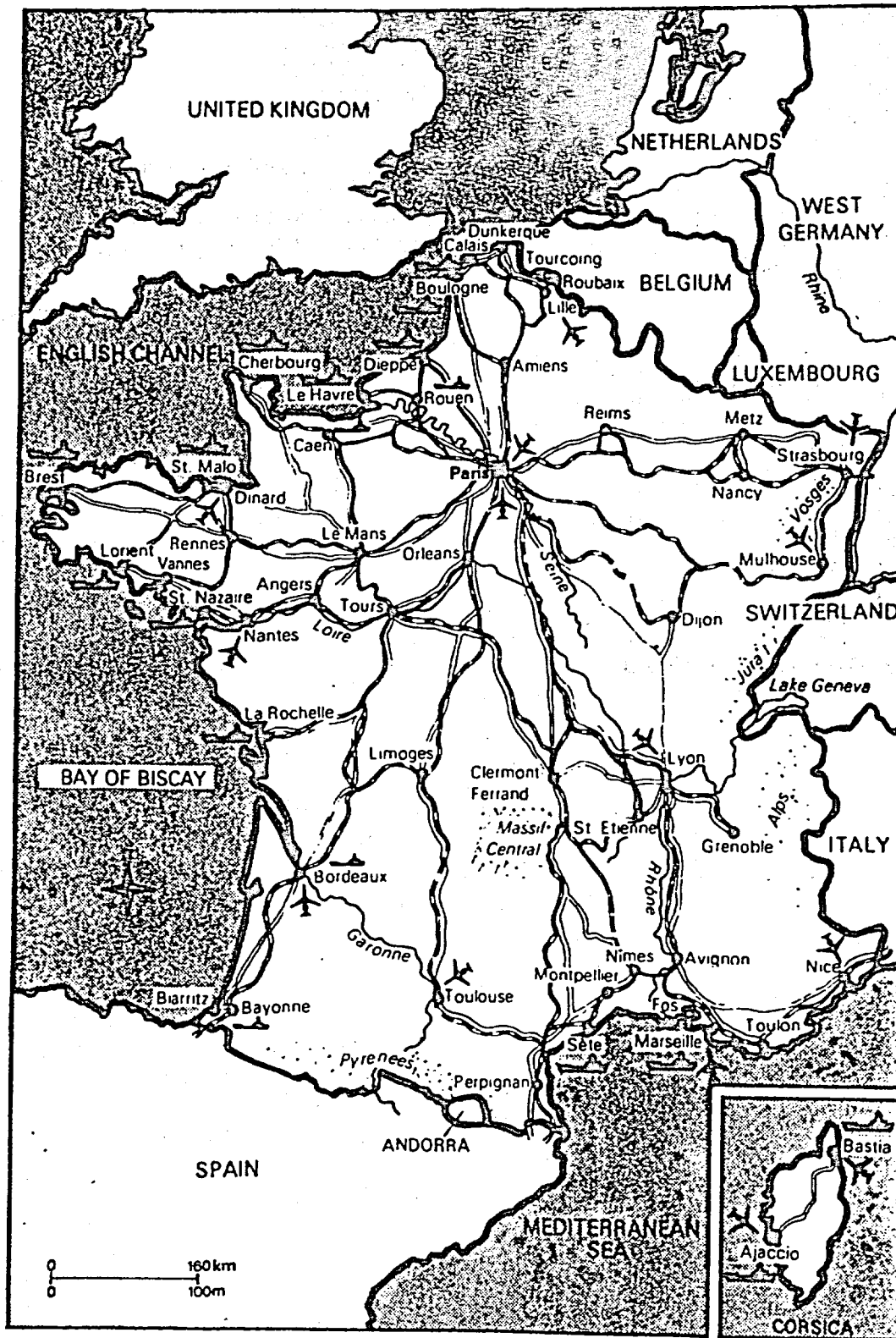
SOK

Finnish Co-operative Wholesale Society
Vilhonkatu 7,
00100 Helsinki, Finland
Products: volume seafood

TUKO

Central Organisation of Independent Wholesalers
Tyopajankatu 13,
00500 Helsinki, Finland
Products: volume seafood

FRANCE



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FRANCE

In spite of the fact that France possesses a well-developed coastline of more than 5,000 kilometers fronting on the Atlantic Ocean, the English Channel, and the Mediterranean Sea, the country has a modest fishing fleet. Thus, in Europe it is substantially out-distanced by Denmark, Spain and the United Kingdom. Moreover, its production does not satisfy its domestic requirements.

In the last ten years, French seafood production has been relatively stable at approximately 700,000 tonnes (751,000 in 1987). From an international perspective, France occupies only a very mediocre world ranking of between 20th and 30th position. Its production represents less than 1/100th of the world total and 1/15th of that of such countries as Japan and the USSR. Although the industry is evolving, the French ocean fishery does not have the industrial character of the world leaders.

The French industry is characteristically artisanal in nature. In addition to the crisis in the French seafood sector caused by rising costs and a somewhat stagnant market, these are difficulties resulting from the absence of an adequately-equipped fleet. In fact, the French maritime fishing fleet is very disparate: somewhat more than 9,000 boats most of which are less than 12 meters in length. Even though their numbers have varied little in recent years, it is now far from the 20,000 boat fleet of the inter-war period. The total tonnage, which doubled in the years following the war, has again begun to decrease and has fallen by 30 percent since 1977. The number of fishermen has also decreased over the years to the current total of 18,000 individuals. Principal causes for the decline have been the progressive mechanization of boat and a lack of interest by the young in such a hard and dangerous occupation. A large number of fishing ports exist in France. However, of these, three are particularly important: Boulogne, Lorient and Concarneau. Together they accounted for two-thirds of production in 1985.

France consumes close to one million tonnes of seafood products per year. In 1986, per capita consumption was 17.2 kg (of which 12.7 kg was fresh products). The domestic catch of its national fishermen is insufficient to supply the market in spite of the existence of some exports. Imports are therefore necessary to satisfy the domestic demand. It is unlikely that 1992 will have a major impact on the market organization of the fish sector since the "Blue Europe" has already been in existence for several years and functions well. On the other hand, with respect to trade, and particularly insofar as sanitary regulations are concerned, the harmonization of community regulations will substitute for requirements at the national level.

Given the existence of 12.5 billion francs of imports against only 4.1 billion francs of exports, foreign trade in fishery products (including freshwater species) resulted in a 8.4 billion trade deficit for France in 1987. In decreasing order of importance, the major suppliers to France in that year were: Great Britain, Norway, Denmark, Senegal, Canada, Netherlands, United States, Ireland, Morocco, Japan, USSR, Portugal, West Germany, Belgium, Spain and Italy.

For Canada, France is the second most important EEC customer after Great Britain. From the French perspective, Canada was the fifth most important supplier in 1987, in value, and the twelfth most important, in volume. In that year, wild salmon from the Pacific (frozen and preserved) represented 51 percent of the tonnage and 52 percent of the value of imports from Canada. Live and frozen lobster accounted for 17 percent by weight, and 29 percent by value. Frozen and preserved crab totalled 4 percent by volume, and 15 percent by value. These three product groups together constituted 73 percent of the volume and 94 percent of the value of Canadian sectoral exports to France in 1987. Any notable increase in Canadian fishery product exports to France will have to be based on a greater variety of species, additional development of underdeveloped resources (for example frog-fish) and a real willingness to diversify export market dependence.

Seafood standards are strict. According to the particular circumstances, they are established by the EEC, by French regulations or by common usage. The results are the same, the standards must be observed. Dates of manufacture, best-before dates, ingredient listings, and additives must always be clearly stated. With respect to sanitary conditions, fishery products require the presentation to customs of a certificate of origin which attests to the safety of the product. Labelling requirements are also very precise. It is also important to adapt the products being offered to consumer preferences (cut, size, presentation, labelling, etc.). In case of doubt on any of these points, it is recommended that contact be established with the inspection Branch Fisheries and Oceans Canada, the Fisheries Division or Geographic Bureau of External Affairs and International Trade Canada, or with the Commercial Division of the Embassy.

Fisheries distribution in France is relatively efficient, but complex, particularly with respect to fresh fish. The different links include: auctions, fishmongers, wholesales, retailers, restaurants, central purchasing organizations and the transporters which assure networking among all of the other agents in the chain. Apart from the auctions which only handle the fresh product, all of the other operators may import directly. All imports are subject to verification by customs authorities and are assessed import duties and taxes according to the relevant EEC tariff item. These duties are based on the CIF value and are the same regardless of the point of entry into the EEC.

MAJOR FRENCH FISH AND SHELLFISH IMPORTERS

ALLUM J.M. SA
166, rue Vanheeckhoet
622 Boulogne-Sur-Mer, France
Contact: E. Charles
Tel: 21-33-92-22
Telex: 110-053 F
Products: fish, shellfish, crustaceans, molluscs

ANDRE LEDUN
13, Quai de la Vicomté
76400 Fecamp, France
Contact: Francois Ledun
Tel: 35-28-08-62
Telex: 190-202 F
Products: frozen salmon, sea herring

ANOR INTERNATIONAL
59, rue Georges Clemenceau
11000 Carcassonne, France
Tel: 68-71-42-66
Telex: 500-470 F
Fax: 68-72-68-44
Products: molluscs

AQUARIUS
123, rue Petit Vaux
Epinay-Sur-Org, France 91360
Tel: 69-09-02-19
Products: live lobster

CENTRA FLO
46, rue du Béfir,
Zone Sénia 337 Orly,
Rungis Cedex, France 94537
Contact: Monsieur Gérard Adherold
Telex: 260-853
Products: seafood, lobster

DAVIGEL SA
B.P. 41,
76200 Dieppe, France
Contact: Claudine Guichon
Tel: 35-04-76-00
Telex: 770-853 F
Fax: 35-40-14-31
Products: seafood, surimi

DELPierre J.B. SA
16, rue Ferdinand Farjon,
62206 Boulogne-Sur-Mer, France
Contact: Jean-Baptiste Delpierre
Tel: 21-83-05-00
Telex: 110-046 F
Fax: 21-83-34-64
Products: salted/dried fish, herring

G.C.A. DISTRIBUTION SARL
1 Bis, rue Paul Doumer,
78510 Triel-Sur-Seine, France
Contact: Mr. Claude Percy
Tel:(1) 39-74-18-81
Telex: 699.067 F
Fax:(1) 39-70-77-24
Products: shrimp, halibut, lobster, crab, scallops,
crayfish

GASTRONOMER
110, route Pradet
La Garde, France 83130
Contact: Monsieur Dumont
Tel: 94-75-74-57
Telex: 430-077
Products: live lobster

GIEMSE
9, rue des Halles
Cannes, France 06400
Contact: Monsieur Lepape
Tel: 93-85-76-69
Telex: 470-830
Products: live lobster

INTERMARCHE
6-8, boulevard Abbé le Cam,
Port de Pêche,
56100 Lorient, France
Contact: Patrick Gicquel
Tel: 97-83-85-00
Telex: 951-140 F
Fax: 97-87-82-03
Products: crustaceans, live lobster

INTERPRAL SA
38, rue du Louvre
75001 Paris, France
Contact: Jack Zebrib
Tel:(1) 42-61-56-13
Telex: 220-495 F FISH
Products: seafoods, crustaceans, molluscs

LA LANGOUSTE SA
Sainte-Barbe, B.P. 75,
29211 Roscoff, France
Contact: Gilles Crouan
Tel: 98-69-76-00
Telex: 940-374 F
Products: seafood, crustaceans, molluscs, lobster

LEGRAND ET MALO ET CIE
2, rue du Bastien, B.P.729
76060 Le Havre Cedex, France
Contact: Michel Cleron
Tel: 35-42-03-67
Telex: 190-223 F
Fax: 35-21-67-79
Products: eel, halibut, frozen salmon, freshwater
fish, lobster, scallops

LE MESNIL
5, rue Charles Benoit
Courseulles-Sur-Mer, FRANCE 14470
Contact: Mr. Perzinski
Tel: 31-37-40-29
Products: live lobster, shellfish

LES PECHERIES DE FECAMP
Z.I. du district de Fécamp,
Epreville, 76400
Fecamp, France
Contact: Frédéric Avril
Tel: 35-29-63-63
Telex: 190-136 F LPF
Products: frozen salmon

NED IMPEX SA
Tour Europa, Centre Commercial belle Epine
Rungis Principal, France 94532
Contact: Madame Sophie Wagon
Tel:(1) 46-86-22-20
Telex: 263-348
Products: live lobster

PRIMEL SA
Le Diben,
Plougasnou, France 29228
Contact: Mr. R. Di Sinno
Tel: 98-67-81-22
Telex: 940-549
Fax: 98-67-82-02
Products: live lobster

SAUVAGE G. (ESTABLISSEMENTS)
12, rue de la Fontaine,
Place Macon, France 71000
Contact: Monsieur Gilbert Sauvage
Tel:(16) 85-34-94-30
Telex: 351-939 F
Products: salmon whole/dressed, frozen

S.C.A. (STÉ CENTRALE D'ACHATS)
3, rue Paul-Cézanne, B.P.191,
75361 Paris Cedex 08
Contact: Jean Ameline
Tel:(1) 40-75-15-15
Telex: 280-138 F SOCEN
Products: smoked salmon, lumpfish roe

SOCOFRA
6, rue Duplex, B.P.409,
76057 Le Havre, France
Contact: J.C. Lemonnier
Tel: 35-21-09-90
Telex: 190-707 F
Fax: 35-22-95-41
Products: frozen salmon, salt/dried fish, skate

FOR FURTHER INFORMATION:

Canadian Embassy
35, avenue Montaigne,
75008 Paris, France
Tel:(011-33-1) 47-23-01-01
Telex: 280806
Fax:(011-33-1) 47-23-56-28
Mr. Yannick Dheilly
Commercial Officer

SOPAL S.A.
16, rue du Général de Gaulle
29230 Landivisiau, France
Contact: Jean-Yves Gueguen
Tel: 99-68-44-45
Products: frozen salmon

S.P.D.N.
24, rue Clary
13002 Marseille, France
Contact: Gilbert Orinier
Tel: 91-91-73-14
Telex: 420-244 F
Fax: 91-90-81-76
Products: fillets, frozen salmon, salt/dried fish

TRANSOCEANS SARL
6, route du Bois d'Amour Lomener
56270 Ploeumeur, France
Contact: Stephan Giquel
Tel: 97-82-86-90
Fax: 97-82-86-91
Products: live lobster, scallops, smoked salmon

WIGAN SA
Tour Europa Centre Commercial,
Belle Epine Cedex,
Rungis Principal, France 94532
Contact: Mr. Jean-Charles Bouitier
Tel:(1) 46-87-31-57
Telex: 201-122 F
Products: live lobster

GERMANY



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GERMANY

In 1988, the German fishing industry was, to a large extent, able to overcome the nematode crisis, but the previous volume of sales was not reached according to the OECD. Per capita consumption, which had dropped from 13.2 kg to 11.8 kg in 1987, increased to 12.6 kg with an increasing tendency towards variety, and above all, luxury fish species and crustaceans.

In 1988, the total catch of the German sea fisheries increased by approximately 5 percent to roughly 185,000 tons. Imports increased by 9 percent to 473,000 tons and exports by 3 percent to 123,000 tons according to the OECD. At the end of 1987, the FRG large deep-sea fisheries consisted of 17 units with a total of about 25,000 GRT, of which 5 are freezers, 9 wetfish trawlers and 3 Dutch herring freezers flying the German flag. The cutter fleet, with about 650 units and approximately 24,000 GRT, remained unchanged. After considerable decreases over the last few years, the deep-sea fisheries sector (including small and Euro-trawlers) managed to raise the level of catches, which had shown an increase in 1987 of 13 percent (88,500 tons), whereas cutter fisheries experienced a 2 percent drop (95,100 tons).

There are good export opportunities for Canadian fish products in Germany, however, there are some disadvantages for Canadians. Over the years, Dutch and Scandinavian suppliers have developed an expertise in meeting the specific requirements of the German market. This factor, their proximity to the market, and their tariff preferences, means that they can generally outperform North American newcomers.

German importers, brokers and processors are professional to the point of perfection and they require that their trading partners maintain the same degree of professionalism and close attention to detail. They insist on meticulous care in all transactions as the only way of adhering to precise cost scheduling that is necessary to the survival of their processing industry in a highly competitive market. In practical terms, this means that exporters must comply with technical specifications, but, also ensure prompt and complete responses to requests for offers, precise grading of products, complete and accurate labelling of packages, and speedy shipments. This does not mean that the German market accepts only products of premium quality. On the contrary, the market is very value conscious and will accept products of medium quality, but, of consistent standard at reasonable prices.

For many companies, the secret of success, particularly on the highly competitive consumer market, is to identify and exploit a narrow market segment. To identify this niche, on-the-spot market research is virtually essential. Regional variations in consumer spending patterns are much more marked in Germany than in many similar-sized countries, and importers should always seek local advice to establish whether their product is accepted well in a particular area. Domestic producers usually pick a "Nielson" area to test their product prior to launch. Foreign producers should always be prepared to see the market from the German point of view and adapt their product accordingly.

MAJOR GERMAN SEAFOOD IMPORTERS

A AND P WAREHANDELS GMBH

Im Heidewinkel 7,
2091 Radbruch, West Germany
Tel: 04178-331/393
Telex: 2.189201
Products: lobster canned/frozen

ADOLF F. RASSAU

Sierichstr. 157,
2000 Hamburg 60, West Germany
Tel: 040-488-006
Telex: 02.164 040
Products: eels, salmon

ANGLO-SKANDIA IM-UND EXPORT GMBH & COMPANY

GroBe Elbstr. 133,
2000 Hamburg 50, West Germany
Tel: 040-38-18-13
Telex: 02.125 65
Products: frozen cod, dogfish, frozen groundfish,
herring, salmon

APPEL & FRENZEL GMBH

Kieshecker Weg 40,
D.4000 Dusseldorf 30, West Germany
Tel: 0211/424501
Telex: 8584959
Products: salmon roe

B. ESSMANN & COMPANY

GroBe Elbstr. 212,
2000 Hamburg 50, West Germany
Tel: 040-38-19-31
Telex: 02.12 662
Products: live lobster

BOSCH & COMPANY GMBH

Lippeltstr. 1,
2000 Hamburg 1, West Germany
Tel: 040-33-51-75
Telex: 02.161 020
Products: lobster live/frozen/products

C. LISNER & SOHNE

Werftstr. 14, Postfach 270,
D.4230 Wesel/Rhein, West Germany
Tel: 0281/23001
Telex: 812860
Products: salmon roe

CARL SIMONSEN

Elbchaussee 26,
2000 Hamburg 50, West Germany
Tel: 040-39-13-45
Telex: 02.11 384
Products: dogfish, herring

CASPIAN CAVIAR

Schauenburger Str. 59,
D.2000 Hamburg 1, West Germany
Tel: 040-365255
Telex: 2.173060
Products: salmon roe

CAVIAR IM-UND EXPORT GMBH & COMPANY

Ohlweg 5,
D.2000 Hamburg-Barsbittel, West Germany
Tel: 040-670951
Products: salmon roe

CAVIAR-CHRISTENSEN (ABBA GMBH)

GroBe Elbstr. 160,
2000 Hamburg 50, West Germany
Tel: 040-38-11-91
Telex: 02.147 77
Products: eels, salmon, salmon roe

CHRISTIAN GOEDECKEN JR.

GroBe Elbstr. 210,
2000 Hamburg 50, West Germany
Tel: 040-389-991
Telex: 02.212 513
Products: live lobster, salmon, salmon roe

DUETSCHER SEE

Am Lunedeich,
2850 Bremerhaven, West Germany
Tel: 0471-131
Telex: 02.387 41
Products: live lobster

ERICH KONIG

Nordbahnstr. 10,
1000 Berlin 51, West Germany
Tel: 030-491-11-00
Telex: 01.81 677
Products: eels, salmon

ERNST J.L. FRANKE (GMBH & COMPANY)

Abba Gmbh, GroBe Elbstr. 212,
2000 Hamburg 50, West Germany
Tel: 040-38-70-77
Products: salmon

F. SCHOTTKE GMBH & COMPANY
P.O. Box 29 04 08,
2850 Bremerhaven, West Germany
Tel: 0471/720-31
Telex: 02.387 73
Products: frozen cod, frozen groundfish

FR. PEDERSEN
GroBe Elbstr. 152,
2000 Hamburg 50, West Germany
Tel: 040-38-16-17
Telex: 02.129 61
Products: live lobster

**ERNST KRATZENSTEIN & COMPANY (GMBH
& COMPANY)**
Rothenbaumchaussee 58,
2000 Hamburg 13, West Germany
Tel: 040-417099
Telex: 02.14045
Products: herring

FRIGO FOOD IMPORT GMBH
GroBe Elbstr. 141,
2000 Hamburg 50, West Germany
Tel: 040-38-14-61
Telex: 02.12 595
Products: lobster frozen/products

FLAMINGO-FISCH GMBH & COMPANY KG
Fischereihafen, Halle 8,
2850 Bremerhaven, West Germany
Tel: 0471/710-94
Telex: 02.386 14
Products: frozen cod, frozen groundfish

HEINZ BOTTCHER
President-Herwig Str.,
2190 Cuxhaven, West Germany
Tel: 04721-22004
Telex: 02.32142
Products: herring

**FRIEDRICH WILHELM LUBBERT GMBH &
COMPANY**
Wittlingstrasse,
2850 Bremerhaven, West Germany
Tel: 0471-72084
Telex: 02.38641
Products: cod, frozen groundfish, herring

HUSSMANN HAHN
Fischereihafen,
2190 Cuxhaven, West Germany
Tel: 04721-60-150
Telex: 02.32 151
Products: frozen cod, dogfish, frozen groundfish,
herring, salmon roe

GOTTFRIED FRIEDRICH
Borselstr. 26,
2000 Hamburg 50, West Germany
Tel: 040-39-12-21
Telex: 02.131 14
Products: eels, salmon, salmon roe

INTERNATIONAL EMPORIUM
AuBenhandels Gmbh,
Umlandstr. 66,
2000 Hamburg 76, West Germany
Tel: 040-25-80-01
Telex: 2.15 525
Products: eels

HORST BERTRAM
Lohdorfer Str. 156,
5650 Solingen 11, West Germany
Tel: 02122/620-66
Telex: 08.514 558
Products: salmon

JULIUS JORGENSEN (GMBH & COMPANY)
Schopenstehl 20-21,
2000 Hamburg 1, West Germany
Tel: 040-32-23-11
Telex: 02.161016
Products: herring

IFICO
P.O. Box 29 00 59,
2850 Bremerhaven, West Germany
Tel: 0471/730-51
Telex: 02.388 84
Products: frozen cod, frozen groundfish

JORGEN CHRISTENSEN
Papenstrasse 32,
D-2000 Hamburg 70, West Germany
Tel: 040/250-60-04
Telex: 02.165504
Products: eels, salmon roe

KARSTEN HAGENAH
Schnackenburgallee 8,
2000 Hamburg 50, West Germany
Tel: 040-850-10-65
Telex: 02.119 12
Products: eels, live lobster, salmon

L.G. CARRION & COMPANY
Gr. Johannisstr. 13,
2000 Hamburg 11, West Germany
Tel: 040-365961
Telex: 02.14717
Products: herring

**MOVENPICK RESTAURANTBETRIEBS--UND
Handelsgesellschaft, Morikestr. 67,
7000 Stuttgart 1, West Germany
Contact: Mr. Gunter H. Husslein
Tel: 0711/701-060
Telex: 07.23362
Products: freshwater fish**

**NORDA HERINGSHANDELSGES, MBH
Behringstr. 156,
2000 Hamburg 50, West Germany
Tel: 040-88-20-71
Telex: 02.134 34
Products: dogfish, herring**

**"NORDSEE" DEUTSCHE
Hochseefischerei GmbH, Am Lunedeich,
2850 Bremerhaven, West Germany
Tel: 0471/131
Telex: 02.387 38
Products: frozen cod, frozen groundfish**

**OCEAN--FISCH
Am Lunedeich,
2850 Bremerhaven, West Germany
Tel: 0471/72-071
Telex: 02.388 31
Products: frozen cod, frozen groundfish**

**PACKFISCH VERKAUFSGESELLSCHAFT
Hamburger Fischereien, Ausrustungskai 6,
2000 Hamburg 50, West Germany
Tel: 040-38-02-020
Telex: 02.157 30
Products: frozen cod, frozen groundfish**

**PAUL KORNER GMBH
MengstraBe 66,
2400 Lubeck, West Germany
Tel: 0451-71378
Telex: 02.6871
Products: herring**

**RUDOLF KANZOW
Hammerbrookstr. 90,
2000 Hamburg 1, West Germany
Tel: 040-23-41-81
Telex: 02.162 981
Products: frozen cod, freshwater fish, groundfish,
lobster frozen/products, salmon**

**SCHREIBER & MOLL
BanksstraBe 20-26,
2000 Hamburg 1, West Germany
Tel: 040-33-17-36
Telex: 02.162 255
Products: salmon**

**STUHRK DELIKATESSEN IMPORT
Ohleckerring 28.30,
D-2000 Hamburg 62, West Germany
Tel: 040/531-30-15
Telex: 2165115
Products: salmon roe**

**THORMAHLEN & COMPANY
Alte Landstr. 7,
2070 Schmalenbeck, West Germany
Tel: 04102/635-54
Telex: 02.189 859
Products: eels, salmon**

FOR FURTHER INFORMATION:

**Canadian Consulate General
Immermann Hof,
ImmermannstraBe 65D,
4000 Düsseldorf 1,
Federal Republic of Germany
Tel:(011-49-211) 35-34-71
Telex: 8587144
Fax:(011-49-211) 35-91-65
Mr. Thomas D. Marr
Consul and Trade Commissioner**

GREECE



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GREECE

The species of great interest from Canada to the Greek market have so far been wet salted cod and smoked herring. Canadian exports to Greece are approximately \$2.2 million Cdn of smoked herring and \$0.7 million Cdn of wet salted cod (1988 figures). The total market size for wet salted cod is approximately 8,000 tonnes per year and is presently dominated by Iceland. At this point, Canada has a 5 percent share of the market, but an increase could be achieved as there is strong interest in the Canadian product. With reference to wet salted cod, humidity must be between 48-50 percent, and the size medium or small, between 0.5-1 kg. Most of the cod consumed in Greece is wet salted, very little dry salted is consumed, only 1500 tons per year. With respect to smoked herring, the total market size is approximately 1,100 tons, and at the present time Canada accounts for 75 percent of the market. Interest in the Greek market also exists for frozen fish products and smoked salmon. At present, most of the smoked salmon comes from Scandinavia, but opportunities exist for sales to some large supermarket chains. Firms which can trade in less than full container lots have the best chance of selling in the Greek market.

MAJOR GREEK SEAFOOD IMPORTERS

ALFA BETA VASSILOPOULOS S.A.

81 Spata Avenue,
Gerrakas Attica,
P.O. Box 60011,
Aghia Paraskevi
153 10 Athens, Greece
Contact: Mr. G. Anagnostopoulos
Tel: 301-661.2501
Telex: 214758
Products: seafood

ASCO INTERNATIONAL LTD.

117 Kremou Street, Kallithea
176 75 Athens, Greece
Contact: Mr. Theo Aslanidis
Tel: 301-958.5767
Telex: 22115 ASCO GR
Products: seafood

CHARALAMBOPOULOS S.A.

39 Akti Dimeon,
Patra 263 33, Greece
Contact: Mr. G. Charalambopoulos
Tel: 061-326-770
Fax: 061-340-021
Products: seafood

D. VASSILIOU S.A.

226 Pireos Street,
Tavros 177.78, Greece
Contact: Mr. D. Vassiliou
Tel: 301-342.5211
Telex: 221194 DIVA GR
Fax: 346-2945
Products: seafood

ELAMER S.A.

310 Syngrou Avenue
176 73 Athens, Greece
Contact: Mr. G. Tzortzoglou
Tel: 301-952-3241
Telex: 214233 ELAM GR
Products: seafood

GAZA LIMITED

H. Zafiriadis - A. Economou,
29 Ilission Street,
Nea Kifissia,
145 64 Athens, Greece
Contact: Mr. H. Zafiriadis
Tel: 301-807-8006
Telex: 214164 ZAFY GR
Products: seafood

HADJIPANAGOS P. PASSALIS G.& CO. S.A.
21 Glafkou Street, P. Faliro,
175 64 Athens, Greece
Telex: 216824 PEXA GR
Products: seafood

IMPERIAL SALMON HOUSE
CANADA-HELLAS CHRIS ANTONIOU &
COMPANY LIMITED
33 Eressou Street,
106 81 Athens, Greece
Contact: Mr. Chris Antoniou
Tel: 301-363-0901/361-4265
Telex: 222854 ISH GR
Products: seafood

ISAGOGES VAKALAOU S.A.
5 Kapodistriou Street,
185 31 Piraeus, Greece
Contact: Mr. G. Michailidis
Tel: 301-417-8286
Products: seafood

J. LYBEROPOULOS SONS
1 Nikita Street,
185 31 Piraeus, Greece
Contact: Mr. Costas Lyberopoulos
Tel: 301-417-5688
Telex: 212101 LYBE GR
Products: seafood

MOTSENIGOS & SONS CO.
Paleokastritsa,
Corfu, Greece
Contact: Mr. S. Motsenigos
Tel: 332182
Fax: 0661-34673
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
4 Ioannou Ghennadiou Street,
11521 Athens, Greece
Tel:(011-30-1) 723-9511
Telex: 215584
Fax:(011-30-1) 724-7123
Mr. Stuart B. McDowall
Counsellor (Commercial)

PAPANIKOLAOU S.A.
4 Ag. Ioannou Kinigou Street,
11744 Athens, Greece
Contact: Ms. V. Papanikolaou
Tel: 301-417-3038
Telex: 219914 PAPA GR
Products: seafood

PAVLIDIS S.A.
15 Hadjikiakiou Street,
185 37 Piraeus, Greece
Attn.: Mr. J. Pavlidis
Tel: 301-451-9990
Telex: 212894 JPAV GR
Products: seafood

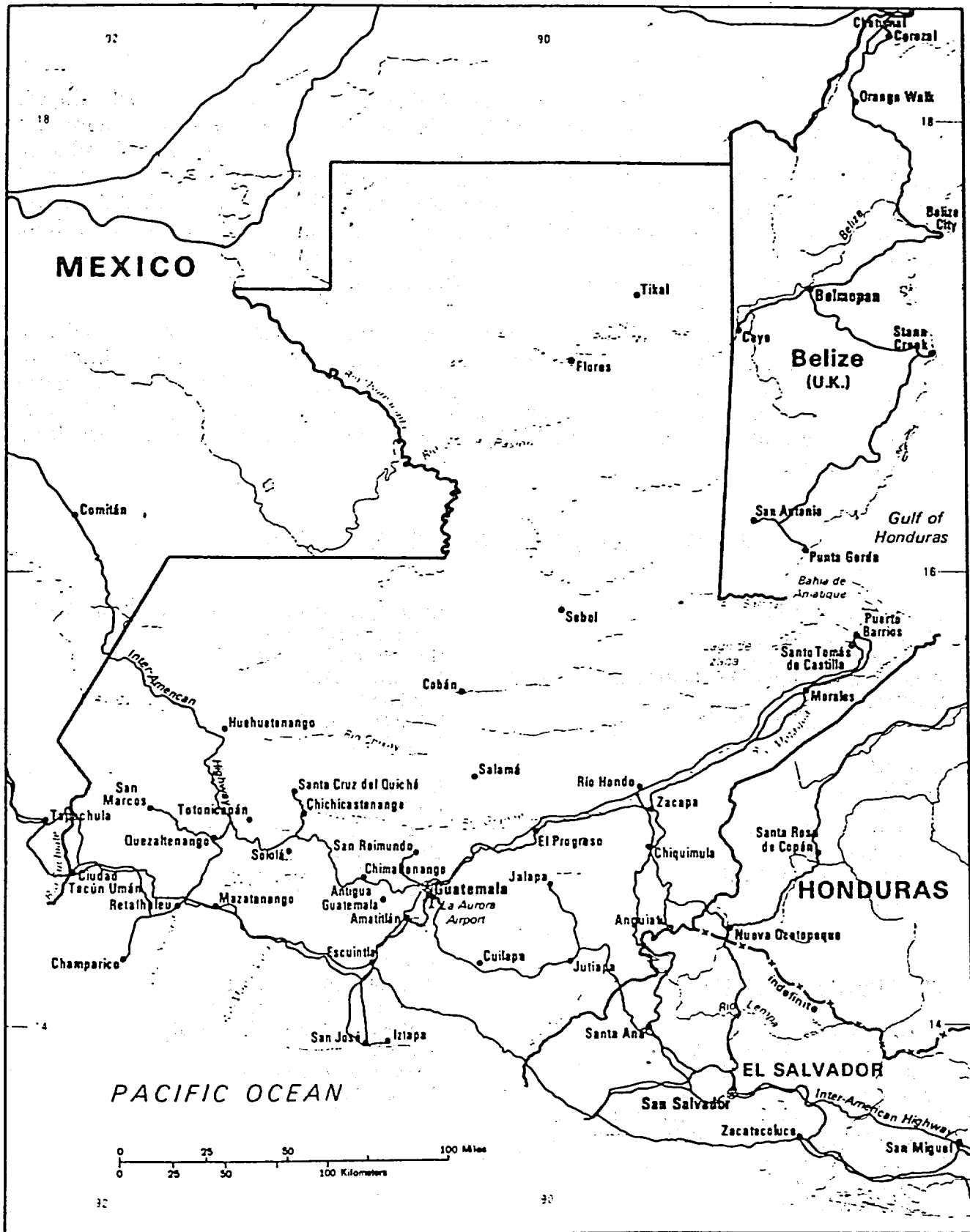
PRIME FOODS LTD.
7 Kratinou Street,
105 51 Athens, Greece
Contact: Ms. D. Phillips
Tel: 301-481.9531/482.5889
Telex: 212121/213969 MAIN GR
Products: seafood

RIECO S.A.
21 D. Gounari Street,
Piraeus, Greece
Contact: Mr. P. Bamidis
Tel: 301-413.0238
Telex: 211565 BAMI GR
Products: seafood

SARONIS S.A.
318 Syngrou Avenue
Athens, Greece
Contact: Mr. A. Pissas
Tel: 301-321-1330
Telex: 218322 PIALGR
Products: seafood

SPAM EPE
2 Kroussodou Street,
115 28 Athens, Greece
Contact: Ms. P. Manoussou
Tel: 301-724-8096
Telex: 22-5852 SPAM GR
Products: seafood

GUATEMALA



Vancouver +9hr Ottawa +6hr Halifax +5hr

GUATEMALA

The domestic fishery in Guatemala is relatively underdeveloped, despite indications that certain opportunities exist for the development of offshore and freshwater fisheries. In recent years, shrimp supplies have been heavily exploited and have left fewer opportunities than in the past. However, deeper water offers certain types of smaller fish and crustaceans as a harvest for the Guatemala fishing industry. Total exports were valued at \$14.5 million in 1988, with the major portion being accounted for by shrimp. In 1989, ten shrimp farms, covering approximately 1,800 hectares, produced over 1,200 tons. Future production may be hampered by feed quality difficulties.

Guatemala imports only minimal quantities of canned and frozen fish and fish products. Effective consumer demand for such products is limited to a very small sector of the population in the capital city. Imports and sales are managed by local representation, the only acceptable format for doing business in Guatemala. Companies wishing to break ground in this marketplace are encouraged to seek local representatives.

MAJOR GUATEMALA SEAFOOD IMPORTERS

DELTA MERCANTIL
13 Calle 2-75, Zona 1,
Guatemala City, Guatemala
Contact: Mr. Walter Estuardo Kuhn Mazariegos
Tel: T11182
Telex: 9272 ESCUMA GU

CODICASA
51 Calle 1-10, Zona 13,
Guatemala, CA
Contact: Mr. Eddie Wahl
Tel: 720076/720077
Telex: 5322 LAMPOR GU
Fax: 720084

FOR FURTHER INFORMATION:

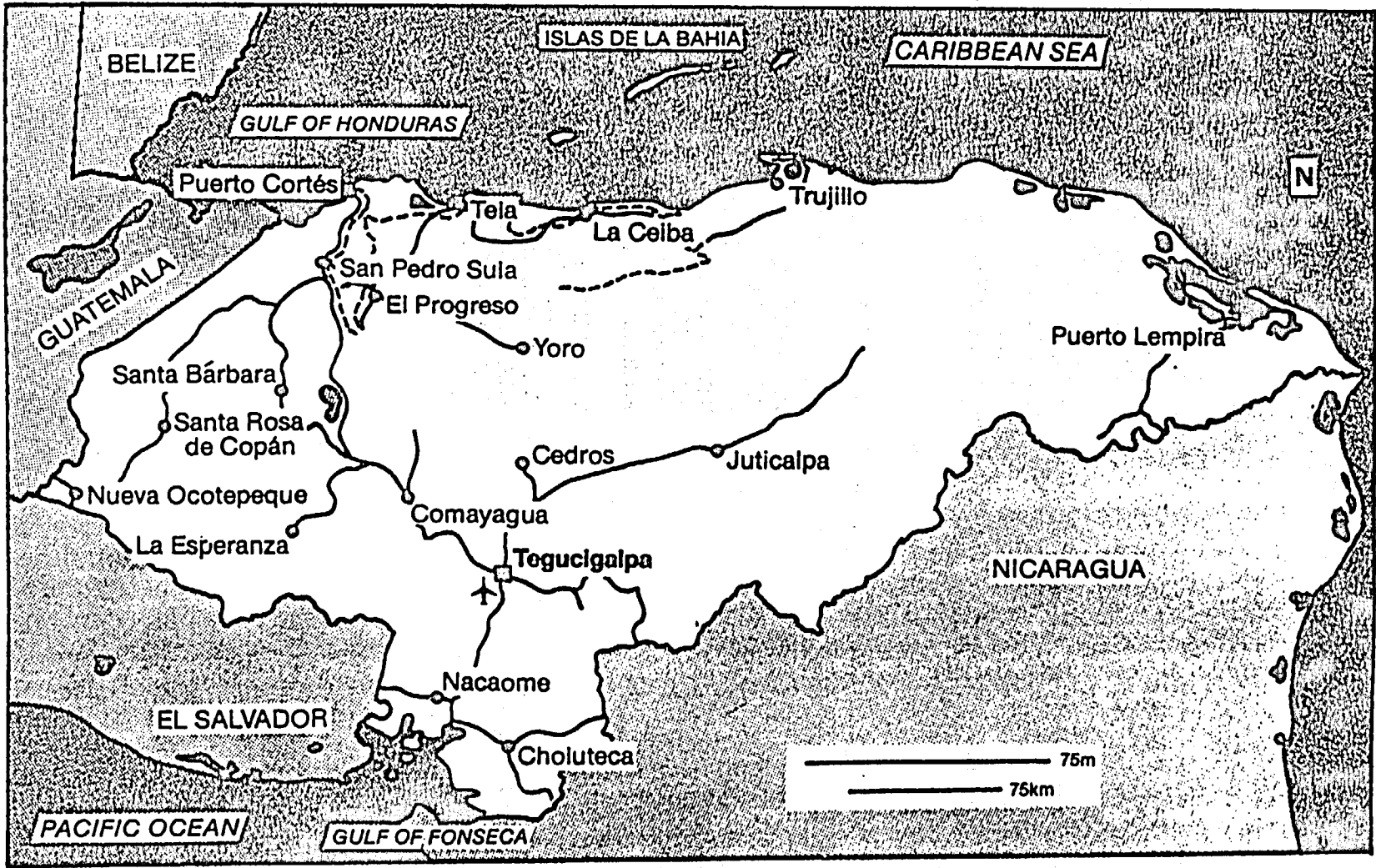
Canadian Embassy
Edificio Galerias Espana, 6th Floor,
7A Avenida 11-59, Zona 9,
P.O.Box 400,
Guatemala City, Republic of Guatemala, C.A.
Tel: (011-502-2) 321411/321413/321417/321418/9
Telex: 5206
Mr. Hugo Cerezo
Commercial Officer

CODICO, SA/DISTRIBUIDORA FERNANDEZ
29 Calle 1-43, Zona 3,
Guatemala City, Guatemala
Contact: Mr. Edmundo Fernandez
Tel: 726528
Telex: 5022 DISE GU
Fax: 711263

CODISA, SA
Ave Hincapie 24-85, Zona 13,
Guatemala City, Guatemala
Contact: Mr. Otto Merida
Tel: 332048/345378
Telex: 5035 CODISA GU
Fax: 332048

DIMSA
4A Avenida 19-55, Zona 14,
Guatemala City, Guatemala
Contact: Mr. Herbert Bendfeldt
Tel: 683003
Telex: 5035 CODISA GU
Fax: 332815

HONDURAS



Vancouver +3hr
Ottawa +/-0hr
Halifax -1hr

HONDURAS

The Canadian Embassy in Costa Rica is responsible for a territory which includes Honduras. The post territory has a population of 21 million people and consists of a number of distinct markets. Generally, seafood consumption is very low largely due to the fact that the local diet consists of mainly rice, beans, meat and tropical fruit. Consumption is increasing very slowly based on local production. Cod is imported by Honduras during Easter week. The domestic fishery in Honduras has slowly become one of the most dynamic export sectors in the country. The main exports have been shrimp and lobster, largely from the Pacific coast province of Choluteca which has very successful commercial shrimp farming operations. In general, the efficiency of the domestic fishery is increasing slowly.

MAJOR HONDURAS SEAFOOD IMPORTERS

CATCO
P.O. Box 2086,
Tegucigalpa, Honduras
Tel:(504) 37-7685
Telex: 1637
Fax:(504) 37-7685
Products: seafood

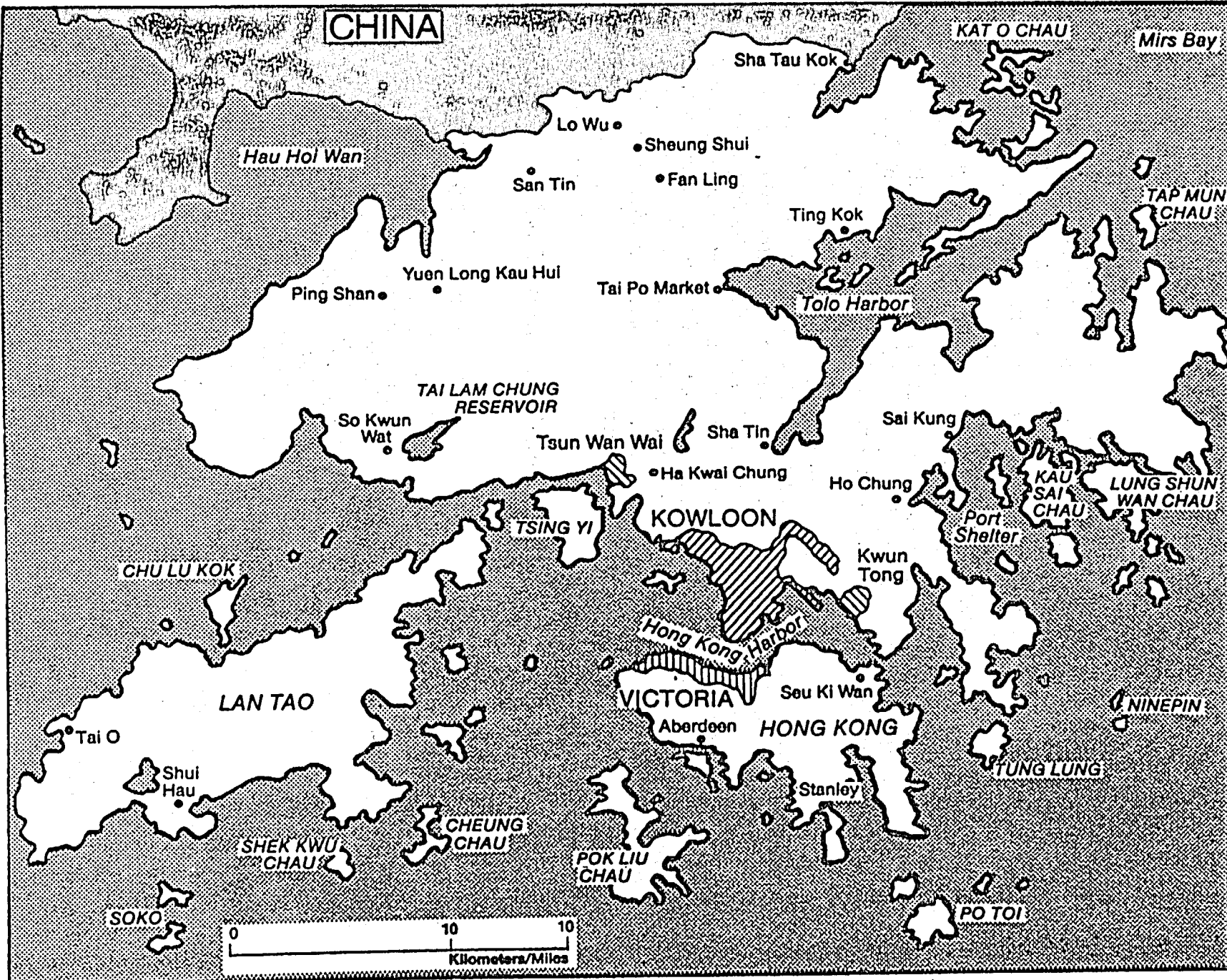
COMPANIA COMERCIAL ULTRAMAR S.A.
P.O. Box 370,
San Pedro Sula, Honduras
Tel:(504) 52-2326
Telex: 5567
Fax:(504) 53-3208
Products: seafood

TENTORI Y CIA
1A. Avenue, 5-6 Calle,
Comayaguela, Honduras
Tel:(504) 37-0061/26
Fax:(504) 22-5466
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
4th Floor, Cronos Building,
Apartado Postal 10303-1000,
Calle 3 y Avenida Central,
San José, Republic of Costa Rica
Tel:(011-506) 55-35-22
Telex: 2179
Fax:(011-506) 23-23-95
Mr. Manuel Ruiz
Commercial Officer

HONG KONG



Vancouver -10hr
Ottawa -13hr
Halifax -14hr

HONG KONG

As people have become more concerned about their health in recent years, demand for fish and fish products has increased considerably over the last two to three years. Total imports in 1988 amounted to 225,791 metric tonnes, valued at \$1,257.2 million Cdn, of which 103,349 metric tonnes was re-exported to various areas around the world with the retained balance consumed locally. Supplies are also available from the local fishing industry. The total catch sold through the Hong Kong Fish Marketing Organization in 1988 reached 68,430 metric tonnes, of which approximately 25,237 metric tonnes was exported to different overseas markets. The balance of 43,193 metric tonnes went to domestic consumption. The per capita consumption of fish in Hong Kong is approximately 27.6 kg per person for a population of 5.6 million.

Because Hong Kong is operated as a free port, there are no restrictions, regulations, quotas, duties etc. governing the importation of fish or goods into the country. Currently, all imports of fish are handled by importers who bring in the products on their own account and distribute them to wholesalers, retailers, end-users etc.. Importers normally provide 60 days credit to their customers. In order to sell seafood in Hong Kong, the Canadian High Commission recommends that Canadian suppliers-exporters proceed as follows: a) brand products: appoint an energetic firm as agent to handle the sales of their products in this area; and b) non-brand products: deal directly with any firms expressing interest in their products.

MAJOR HONG KONG SEAFOOD IMPORTERS

ASA PACIFIC (HK) LIMITED
9/F., Po Yip Bldg.,
Block A, Flat 7,
62-70 Texaco Road,
Tsuen Wan, New Territories,
Hong Kong
Contact: Mr. Matthew Leong
Telex: 30962 ASAHK HX
Fax: 0-4136340
Tel: 0-4987381
Products: frozen scallops, fish fillets

ASIA PROVISIONS COMPANY LIMITED
14-24 King Wah Road,
Hong Kong
Contact: Mr. K.K. Ho
Telex: 75223 ASIA HX
Tel: 5-702321
Products: frozen fish, fillets, canned fish

ASIAN FOOD INDUSTRIES (HK) LIMITED
7016-7025 East Roof Floor,
ATL Centre, Berth 3,
Container Terminal, Kwai Chung,
New Territories, Hong Kong
Contact: Mr. John C. Fader
Telex: 43400 AFIL HX
Fax: 0-4899627
Tel: 0-4895888
Products: salmon, fillets, scallops, abalone

CASELLA FAR EAST LIMITED
1006 Guardian House,
52 Oi Kwan Road,
Hong Kong
Contact: Mr. Johnny Hung
Telex: 39048 CASLA HX
Fax: 5-728185
Tel: 5-8332183
Products: frozen seafoods

CHEONG HING HON KIN COMPANY LIMITED
34 Gough Street,
Hong Kong
Contact: Mr. H.K. Lam
Telex: 83924 HKLAM HX
Fax: 5-8540972
Tel: 5-8151712
Products: fillets, oysters, frozen scallops, salmon

CHESTER TRADING COMPANY
654 Nathan Road, 6/F., Flat B,
Kowloon, Hong Kong
Contact: Mr. Ho Vai Chi
Telex: 54065 HOCHI HX
Fax: 3-970591
Tel: 3-953235
Products: dried squid, frozen fish

DAH CHONG HONG LIMITED
4/F., Hang Sang Bank Building,
77 Des Voeux Road C.,
Hong Kong
Contact: Mr. H.F. Chu
Telex: 73738 DACHO HX
Fax: 5-8450222
Tel: 5-237271
Products: fish, scallops, oysters, clams, abalone, salmon, canned, shark fins, sea-cucumber

DUNFORD PROVISIONS LIMITED
92 Connaught Road West,
1/F., Hong Kong
Contact: Mr. Y.P. Lam
Telex: 65627 WSTCO HX
Tel: 5-401240
Products: frozen fish, fillets, scallops, abalone

ELITE FRESH FOOD COMPANY LIMITED
1407 Hong Kong Plaza,
180-191 Connaught Road West,
Hong Kong
Contact: Mr. John T. W. Kwong
Telex: 76037 MAZHK HX
Fax: 5-590069
Tel: 5-485597
Products: frozen/smoked salmon

EUROSIA HOLDING LIMITED
9/F., Hillwood Mansion,
Block C, 45-47 Hillwood Road,
Kowloon, Hong Kong
Contact: Mr. Peter Lee
Telex: 37598 EUHOL HX
Fax: 3-7215021
Tel: 3-669309
Products: fish, fillets, abalone, scallops, shrimps

FOOK WAH TRADING COMPANY
702 Alliance Building,
130-136 Connaught Road C.,
Hong Kong
Contact: Mr. Lin Shei
Telex: 83663 FOWAH HX
Fax: 5-419069
Tel: 5-8153839
Products: frozen fish, fillets, abalone, scallops, shrimps, crab meat, squid, cuttlefish, octopus, lobster, geoduck

FUNG SANG TRADING LIMITED
54-56 Bonham Strand West,
Hong Kong
Contact: Mr. So Kai Luen
Telex: 86081 FSTL HX
Fax: 5-410728
Tel: 5-438251
Products: all kinds of dried seafood products

GARMING MARINE PRODUCTS TRADING
TMTL 274 Tuenmum,
Area 44, New Territories, Hong Kong
Contact: Mr. Tai Chi Hung
Fax: 0-828234
Products: frozen shrimp, fish fillets

GEODUCK SUPPLIES LIMITED
Block E, 39 Austin Road,
Kowloon, Hong Kong
Contact: Mr. Thomas K.C. Ho
Fax: 3-7394984
Tel: 3-696898
Products: live lobster, oysters, geoduck, salmon

GOODWELL GROCERY COMPANY LIMITED
Heung Wah Industrial Building,
12 Wong Chuk Hang Road,
Aberdeen, Hong Kong
Contact: Mr. C.C. Lui
Telex: 63351 GSCGC HX
Tel: 5-550371
Products: frozen fish, fillets, scallops, crab meat, shrimp

GREAT CONTINENT IMPORTS & EXPORTS COMPANY LIMITED
198 Wing Lok Street East,
Hong Kong
Contact: Mr. Hoi Tak Hing
Telex: 75085 GYFGL HX
Tel: 5-489116
Products: dried marine products

HAU CHEONG TRADING COMPANY

Shing Bldg., Blk. A,
8-66 Ko Shing Street,
Hong Kong
Contact: Mr. Herbert Woo
Telex: 60857 HWSKS HX
Tel: 5-489239
Products: dried squid, dried marine products

HOI FAT TRADING DEVELOPMENT CO.

14/F., Tung Lee Commercial Bldg.,
91-97 Jervois Street,
Hong Kong
Contact: Mr. Wong Po Hon
Telex: 61483 HFTDC HX
Fax: 5-418992
Tel: 5-448837
Products: scallops, fish, fillets, geoduck,
sea-cucumber mussels, abalone

HON KEE FOODSTUFFS COMPANY LIMITED

167 Tung Choi Street,
1/F., Kowloon, Hong Kong
Contact: Mr. John W.S. Wong
Telex: 30931 HKEEF HX
Tel: 3-905361
Products: scallops, abalone, fish, fillets

HONG KONG REFRIGERATING CO. LIMITED

47-51 Kwai Fung Crescent,
Kwai Chung, New Territories,
Hong Kong
Contact: Mr. J.J.E. Hodgkinson
Telex: 37507 HRCL HX
Fax: 0-4894461
Tel: 0-299111
Products: frozen fish, fillets, scallops

JOHNY & CHENG TRADING COMPANY

3/F., Hung On Building,
4 Tit Hong Lane,
Hong Kong
Contact: Mr. Johnny Yip
Telex: 61168 JOHCH HX
Fax: 5-76501250
Tel: 5-423880
Products: salmon, fillets, crab meat

KEVIN T.H. WU COMPANY LIMITED

1701 Wing On Central Building,
26 Des Voeux Road C.,
Hong Kong
Telex: 85284 WUTRA HX
Fax: 5-8452186
Tel: 5-223258
Products: dried squid

KWONG TAI TRADING COMPANY

217 Wing Lok Street West,
Hong Kong
Contact: Mr. Liu Tak Wah
Telex: 75401 KWONG HX
Fax: 5-421099
Tel: 5-446846
Products: dried marine products

LEE SHU INTERNATIONAL LIMITED

1/F., Fat Lee Mansion,
Flat No. 6,
33-35 Carnarvon Road,
Kowloon, Hong Kong
Telex: 55867 LEESH HX
Fax: 3-7218447
Tel: 3-7211680
Products: fish, fillets, scallops, abalone

LUCULLUS FOODS & WINES COMPANY LIMITED

Wang Kwong Road,
Kowloon Bay, Kowloon,
Hong Kong
Contact: Mr. John Tai
Telex: 61510 LUCCLL HX
Fax: 3-7960622
Tel: 3-7981288
Products: frozen salmon, fish, fillets, scallops,
lobster, oysters, crab meat

LUEN TAI HONG

7 Bonham Strand West,
Hong Kong
Contact: Mr. Frederick Chan
Telex: 65998 LTH HX
Tel: 5-440113
Products: dried marine products

LUEN YICK HONG

71 Bonham Strand West,
Hong Kong
Contact: Mr. Lui Kan Yuen
Telex: 5-436629
Products: dried marine products

MAN MING IMPORT & EXPORT LIMITED

14 Ship Street,
Wanchai, Hong Kong
Contact: Ms. Vivian Lee
Telex: 60898 MANMTHK HX
Fax: 5-8657171
Tel: 5-277212
Products: live lobster, oysters, mussels, frozen
salmon, fillets, scallops, crab meat

MINGSON INDUSTRIES LIMITED
Kwai Tak Industrial Centre,
Block 1, Kwai Tak Street,
Kwai Chung, New Territories, Hong Kong
Contact: Mr. Andrew Lee
Telex: 44769 KAINI HX
Fax: 0-229717
Tel: 0-281121
Products: fish, fillets, scallops, abalone

MULTI WORLD LIMITED
1706 Shun Tak Centre,
200 Connaught Road C.,
Hong Kong
Contact: Mr. Frank Ngo
Tel: 5-493849
Products: frozen fish, fillets, crab meat, scallops

NEW WORLD TRADING COMPANY
705 Centre Mark,
287 Queen's Road C.,
Hong Kong
Contact: Mr. Chow Sing Wai
Telex: 66354 NEWLD HX
Fax: 5-445352
Tel: 5-445995
Products: frozen fish, fillets, scallops

NZA MEAT COMPANY LIMITED
10 Fort Street,
North Point, Hong Kong
Contact: Mr. Henry Ho
Telex: 66129 NZAHK HX
Fax: 5-8071352
Tel: 5-665415
Products: fish fillets, scallops, abalone, salmon

OCEAN PINE LIMITED
20/F., Unit 2005A,
Nan Fung Centre,
264-298 Castle Peak Road,
Tsuen Wan, New Territories,
Hong Kong
Contact: Mr. Albert Poon
Telex: 37922 OPINE HX
Fax: 0-4120573
Tel: 0-4930106
Products: all seafood products

ON KUN HONG LIMITED
8/F., Harbour Commercial Building,
122-124 Connaught Road C.,
Hong Kong
Contact: Mr. Andrew Yuen
Telex: 65916 ENCOM HX
Tel: 5-457851
Products: dried squid

PARRY PACIFIC LIMITED
9/F., 55 Wong Chuk Hang Road,
Aberdeen, Hong Kong
Contact: Mr. Michael Parry
Telex: 64919 PARPC HX
Fax: 5-8731865
Tel: 5-559343
Products: frozen/smoked salmon, fish fillets

SAM HUP ENTERPRISES LIMITED
64-66 Bonham Strand West
Hong Kong
Contact: Mr. Mak Man Fai
Telex: 85068 SHEND HX
Fax: 5-593550
Tel: 5-486213
Products: all dried seafood products

SEA SOURCES MARINE PRODUCTS (HK) LIMITED
2A Central Building,
6-14 Central Street,
Hong Kong
Contact: Mr. Fong Yui Man
Tel: 5-592286
Products: frozen/dried squid, frozen scallops

SHERMAN INTERNATIONAL
10/f., Lee On Ind. Building,
70 Hung To Road,
Kwun Tong, Kowloon, Hong Kong
Contact: Mr. Lawrence Ng
Telex: 33965 LIC HX
Fax: 3-7978207
Tel: 3-7970575
Products: live lobster, oysters, salmon

SILCO INTERNATIONAL LIMITED
102-103 Landwise Commercial Building,
118-120 Austin Road,
Kowloon, Hong Kong
Contact: Mr. Bernard Holfstein
Telex: 84192 SILCO HX
Fax: 3-7240857
Tel: 3-679087
Products: salmon, lobster, fillets

SIN GUEN TRADING COMPANY
9/F., Belgian House,
77-79 Gloucester Road,
Hong Kong
Contact: Mr. Yau Shing Wong
Fax: 5-8652000
Tel: 5-8651338
Products: frozen fish, fillets, abalone, salmon roe

STARLITE COMPANY
89 Connaught Road West,
3/F., Hong Kong
Contact: Mr. George Yu
Telex: 62546 ORINT HX
Products: dried squid

SUN MING HONG
24 Hillier Street,
Hong Kong
Contact: Mr. Joseph Y.H. Sit
Telex: 74038 SMH HX
Fax: 5-418514
Tel: 5-435388
Products: dried squid

SUN SAN FROZEN MEAT COMPANY
135 Central Market,
Des Voeux Road C.,
Hong Kong
Contact: Mr. Tang Lau
Tel: 5-444448
Products: fresh/frozen fish, fillets, abalone,
scallops, squid

SUN SUN TRADING COMPANY
7/F., Fung Yip Industrial Bldg.,
Flat A, 170 Wai Yip Street,
Kwun Tong, Kowloon, Hong Kong
Contact: Mr. S.C. Chu
Telex: 51079 SCCHK HX
Fax: 3-439790
Tel: 3-7906938
Products: frozen fish, fillets, scallops, abalone,
squid

TAI FAI DEVELOPMENT COMPANY LIMITED
2/F., Goldfield Building,
42-44 Connaught Road West,
Hong Kong
Contact: Mr. Benjamin Chan
Telex: 75304 SIYAM HX
Fax: 5-596893
Tel: 5-408011
Products: frozen fish, fillets, scallops, abalone,
squid

TAI LOONG MARINE PRODUCTS LIMITED
53 Bonham Strand West,
Hong Kong
Contact: Mr. Eric Yu
Telex: 65895 TLONG HX
Fax: 5-420114
Tel: 5-433512
Products: dried marine products

TIEN HUNG TRADING COMPANY LIMITED
13 Queen Victoria Street,
3/F., Hong Kong
Contact: Mr. Ko Sai Hung
Telex: 63647 TIEN HX
Tel: 5-257227
Products: frozen seafood

UNITED FORTUNE COMPANY
6 Fortress Hill Road,
Hong Kong
Contact: Mr. Oscar Lee
Telex: 73094 OLUFG HX
Fax: 5-8068146
Tel: 5-787478
Products: salmon, squid, fish, fillets, scallops,
abalone

VANNEY & COMPANY
1523 Central Building
Pedder Street, Hong Kong
Contact: Mr. H.P. Lim
Telex: 63311 VANEY HX
Fax: 5-8684431
Tel: 5-235814
Products: frozen/smoked salmon, fish fillets

WILLIAM Y. W. WONG & SONS LIMITED
247 Wing Lok Street,
Hong Kong
Contact: Mr. Winston Wong
Telex: 73057 WWONG HX
Fax: 5-8540648
Tel: 5-412041
Products: frozen fish fillets, squid

WILLY HOOVER LIMITED
Unit 1, 1/F., International Plaza,
20 Sheung Yuet Road,
Kowloon Bay, Kowloon,
Hong Kong
Contact: Mr. Edmond Lee
Telex: 62654 FOHO HX
Fax: 3-7950929
Tel: 3-7998788
Products: salmon, scallops, abalone, fish fillets

WILSON COMPANY
6 Tat Hong Lane,
Hong Kong
Contact: Mr. Leung Sing
Telex: 61600 WILHK HX
Tel: 5-455062
Products: fresh/frozen fish, fillets, salmon,
abalone, squid

WING CHEUNG COMPANY

60D Tak Man Street
Kowloon, Hong Kong
Att: Mr. Chow Cheung
Telex: 55500 WCCHK HX
Fax: 3-7643404
Tel: 3-620345
Products: frozen seafoods

WING LOONG HONG

70 Bonham Strand West,
Hong Kong
Contact: Mr. Ho Fai
Telex: 64389 EYUCO HX
Fax: 5-487535
Tel: 4-495203
Products: dried marine products

WORLD FOODS COMPANY

2/F., Universal Industrial Centre,
Block G, 19-25 Shan Mei Street,
Fotan, Shatin, New Territories,
Hong Kong
Contact: Mr. K.K. Lo
Telex: 50926 KKLO HX
Tel: 0-6058283
Products: canned fish

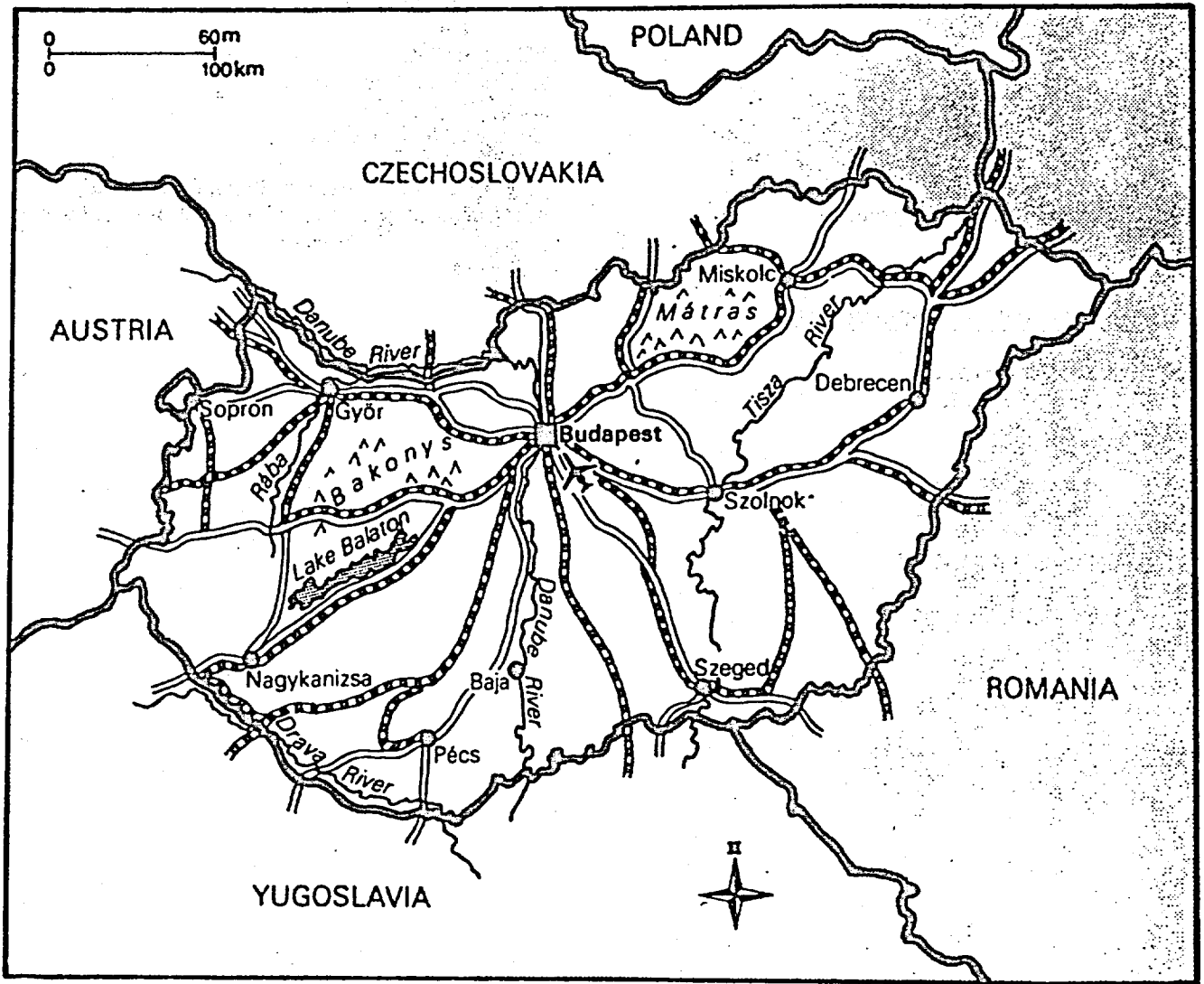
YUEN SHING

78 Des Voeux Road West,
Hong Kong
Contact: Mr. Liu Shun
Tel: 5-478828
Products: fillets, frozen scallops, dried squid,
sea-cucumber, oysters, shrimps, fish meat, shark

FOR FURTHER INFORMATION:

Commission for Canada
13th Floor, Tower 1,
Exchange Square,
8 Connaught Place,
Hong Kong, Hong Kong
Tel:(011-852) 5-847-7414
Telex: 73391
Fax:(011-852) 5-847-7441
Mr. Francis Chau
Commercial Officer

HUNGARY



Vancouver +9hr Ottawa +6hr Halifax +5hr

HUNGARY

Approximately 90 percent of the fresh and frozen fish consumed in Hungary is supplied locally from fresh water sources. Per capita fish consumption has been declining during the last decade from 3.2 kg in 1981 to 2.8 kg at the present time. The low level of fish consumption is mainly due to the high prices of seafood relative to meat (especially pork) and poultry.

As allocated by the Hungarian Ministry of Trade, there is only a small amount of convertible currency available for importing fresh and frozen fish from non-socialist countries. The primary western suppliers are Argentina, and to a lesser extent Norway, Germany and Sweden. Argentinean suppliers prices are highly competitive at the present time, despite rather high transportation costs between Argentina and Hamburg (approximately \$270-300 US per ton). Even traditional European suppliers are having problems competing with the Argentineans. In principle, offers by Canadian fresh and frozen fish suppliers would be welcome if they can meet the extremely low prices offered by Argentinean firms in this extremely small market.

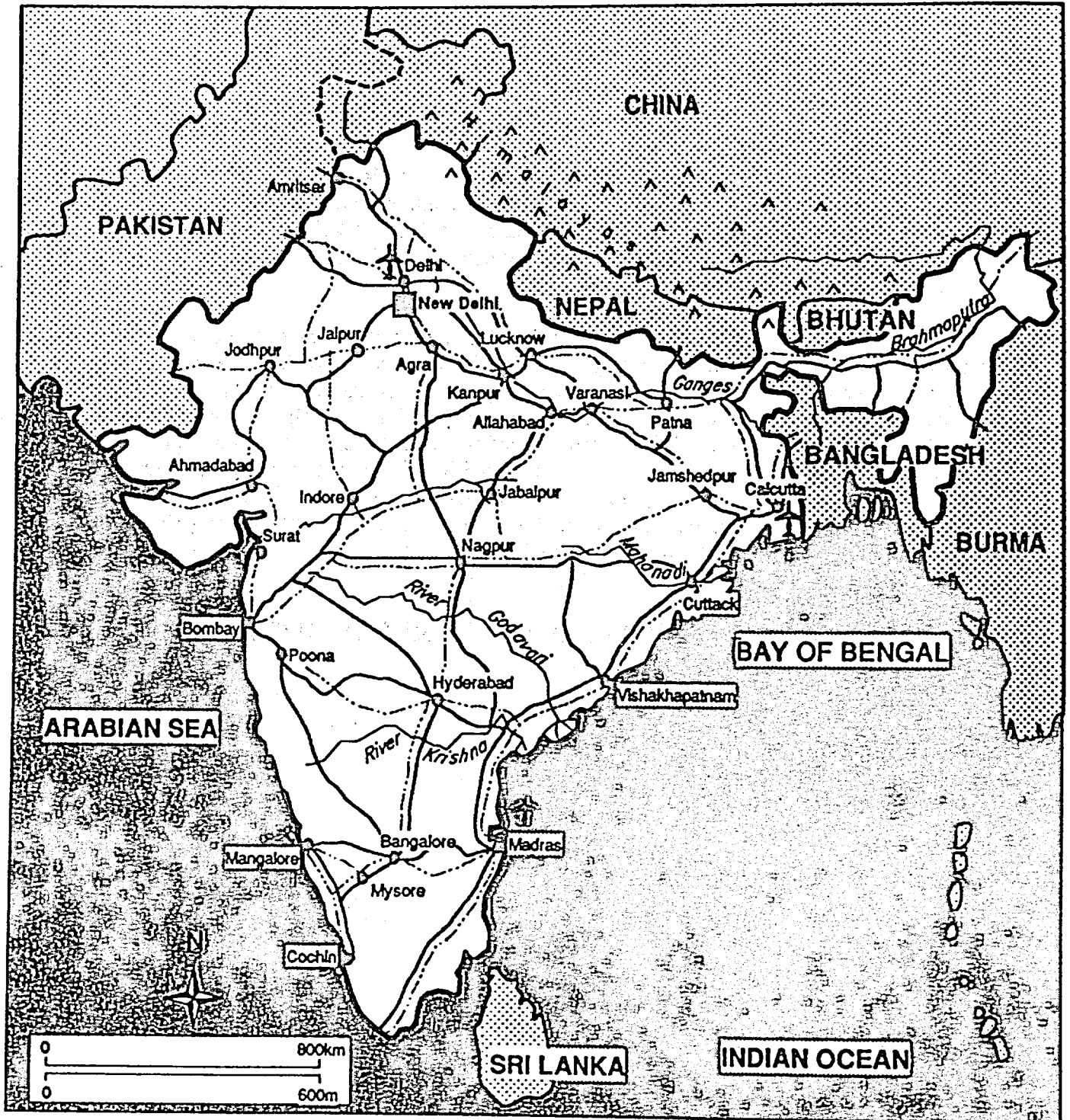
MAJOR HUNGARIAN SEAFOOD IMPORTERS

TERIMPEX
1053 Budapest Karoly Mihaly ut 9,
Budapest, Hungarian People's Republic
Telex: 22 4451

FOR FURTHER INFORMATION:

Budakeszi ut 32,
H-1121 Budapest XII,
Hungarian People's Republic
Tel:(011-36-1) 767-686/767-711
Telex: 224588
Mr. Hans J. Himmelsbach
Counsellor (Commercial) and Consul

INDIA



Vancouver +13.5hr Ottawa +10.5hr Halifax -9.5hr

INDIA

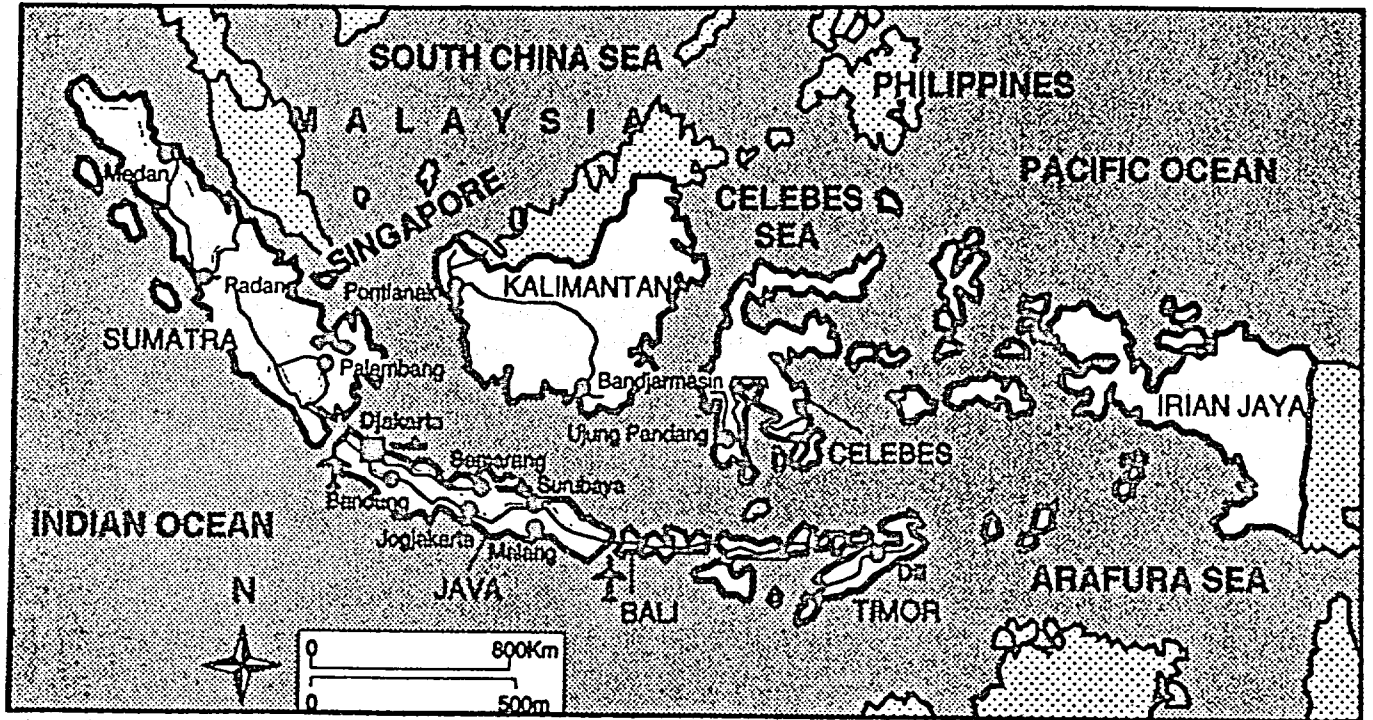
Over 55 percent of India's 830 million people have no objection to eating fish. The Indian domestic fishery produced 3.15 million tonnes (1.82 million marine, 1.33 million inland) of seafood in 1988-89 (Apr-Mar), and 3.67 million tonnes (2.27 million marine, 1.40 million inland) of seafood in 1989-90. Overall seafood consumption is 4.5 kg per year for the entire population, or 7.5 kg per year for only the fish consuming portion of the population. The entire sea coastal belts of India are fish eaters, however, Gujarat and Kashmir are predominantly vegetarian areas of the country. There are approximately 26 different species found in India. The major marine species are sardine, mackerel, bombay duck, hilsa, perch, tuna, pomfret, shrimp, lobster, seer fish and cuttlefish. The major inland species are major and minor carps and air-breathing fish.

India is one of the major seafood exporters in the world with exports in 1989-90 (Apr-Mar) equalling 102,000 metric tonnes valued at \$423 million US. The major markets for Indian seafood exports are Japan, the USA, Europe and the Middle East. Since the fisheries sector is an important foreign exchange earner, the government of India gives the sector priority in its development. At the present time, there are several fisheries development projects in progress in India. Total fisheries development outlay for the eighth Five Year Plan is \$357 million US. India currently does not import fish, therefore, a list of importers is not available.

FOR FURTHER INFORMATION:

Canadian High Commission
7/8 Shantipath,
P.O. Box 5208,
Chanakyapur 110 021,
New Dehli, Republic of India
Tel:(011-91-11) 60-8161
Telex: 031-72363
Fax:(011-91-11) 60-8161, Ext. 401
Mr. Robert (Bob) Logie
Counsellor (Commercial)

INDONESIA



Vancouver -10hr Ottawa -13hr Halifax -14hr

INDONESIA

Official import statistics show that imports of seafood into Indonesia in 1989 were approximately \$4.0 million US. The major suppliers to Indonesia were Taiwan, The Netherlands, Singapore, the USA and Ecuador. The major import products included frozen cuttlefish (40 percent), frozen mackerel (20 percent), frozen shrimp and prawns (13 percent), frozen salmonids (5 percent), and other species (22 percent). Imported seafoods are mainly consumed by expatriate residents, tourists and a small group of Indian high income farmers. The major outlets for imported seafood are the supermarkets, international hotels/restaurants, duty free shops, caterers and commissaries.

Import duties are high, ranging from 10-70 percent, plus a 10 percent VAT tax, and a tax on luxury goods equal to 10-20 percent. Importation of food and beverages (including seafood) is allocated annually by the Department of Trade. Licences are restricted to two state trading firms. Private companies are allowed to do the importation of allocated items with the consent of the two state trading firms for which they are normally charged a fee of 3-7 percent, depending on the nature of the respective food item. Canadian exports of fisheries products to Indonesia were insignificant in 1989, totalling only \$2,727 US, and composed of smoked herring, including fillets.

MAJOR INDONESIAN SEAFOOD IMPORTERS

PT KERTA NIAGA
Jl Kalibesar Timur 8-9,
Jakarta, Republic of Indonesia
Contact: Drs. Elam Pasaribu
Telex: 42717 KERTA IA
Fax:(021) 677124
Products: state trading firm

PT CIFTA NIACA
Jl Kalibesar Timur VI/1,
Jakarta, Republic of Indonesia
Contact: Ir. Noorsyamsinah
Telex: 42747 CIFTA IA
Fax:(021) 677471
Products: state trading firm

PT AGRO MAKMUR
Jalan Tiang Bendera Utara 65 C,
Jakarta 11230, Republic of Indonesia
Contact: Mr. Sandi Wirjo
Tel:(62)(21) 6900471/2
Telex: 44280 AGRO IA
Fax:(62)(21) 6900551
Products: seafood

PT BORSUMIJ WEHRI INDONESIA
Jl. Naya No. 57,
Jakarta Pusat, Republic of Indonesia
Contact: Mr. Henry Waworundeng
Tel:(62)(21) 6291081/2438/1816
Telex: 41308 BORSUMIJ IA
Products: seafood

PT BRATACO
Jl. Mangga Besar V/5,
Jakarta, Republic of Indonesia
Contact: Marketing Manager
Tel:(62)(21) 6296717/2430
Telex: 41323 BTC IA
Fax:(62)(21) 352625
Products: seafood

PT HUSEIN PURI BHAKTI
Jl. Bandengan Belatan 38A,
Jakarta 11110, Republic of Indonesia
Contact: Mr. Hariyono Ngasimum
Tel:(62)(21) 671605/670480/673656/676279
Telex: 42724 BARU IA
Fax:(62)(21) 678229
Products: seafood

PT IMEXINDO MAKMUR
Jl. RE Martadinata Kav. 1E,
Jakarta Utara, Republic of Indonesia
Contact: Mrs. Srimaya D. Hartono
Tel:(62)(21) 678201
Telex: 42659 POKPAND IA
Fax:(62)(21) 671324
Products: seafood

PT INDOGUNA UTAMA
Delta Building Blok A15,
Jalan Suryopranoto No.1-9,
Jakarta 10160, Republic of Indonesia
Tel:(62)(21) 3801749/52/64
Telex: 46443 IGEL IA
Fax:(62)(21) 3801844
Products: seafood

INDOMARCO--PT PEBAPAN
Jalan Ancol I/9-10,
Ancol Barat,
P.O.Box 2859,
Jakarta 14430, Republic of Indonesia
Contact: Mr. Sinarman Jonatan
Tel:(62)(21) 685550
Telex: 42699 INMAR IA
Fax:(62)(21) 674504
Products: seafood

PT JAYAFOOD PERKASA
B23-24 Harmoni Plaza,
Jl. Suryopranoto No.2,
Jakarta, Republic of Indonesia
Contact: Mr. Peter J. Tan
Tel:(62)(21) 3803649
Telex: 44563 AKWIA
Fax:(62)(21) 341344
Products: seafood

PT KUNCI KENCANA
Jl. P. Jayakarta 141, Blok C24,
Jakarta Pusat, Republic of Indonesia
Contact: Mr. Petrus C. Widjaya
Tel:(62)(21) 675903/6900651/677725
Fax:(62)(21) 675147
Products: seafood

PT LISTYO ADHIKA UTAMA
Jalan Teluk Gong Raya No. 1/25,
Jakarta Utara, Republic of Indonesia
Contact: Ir. Hargianto Listyo
Tel:(62)(21) 6680668
Telex: 41252 LISTYO IA
Fax:(62)(21) 6696173
Products: seafood

PT L'OR INTOSERVE
Jl. Prapatan No.22,
Jakarta Pusat, Republic of Indonesia
Contact: Mr. Bill Busch
Tel:(62)(21) 376409/351250/164
Telex: 46393 LOR IA
Fax:(62)(21) 373114
Products: seafood

PT MITRA SARANA PURNAMA
Jl. Gatot 177,
Jakarta 12870, Republic of Indonesia
Contact: Mr. Denny Sukamto
Tel:(62)(21) 8298770/55
Telex: 48535 HERO IA
Fax:(62)(21) 8298755
Products: seafood

PT WICAKSANA
Jalan Ancol Barat VII,
Blok A5/D No.2,
Jakarta 14430, Republic of Indonesia
Contact: Mr. G.A. Lontoh
Tel:(62)(21) 685544/999
Telex: 42691 WIFOR IA
Fax:(62)(21) 685536
Products: seafood

PT PRAMBANAN KENCANA
Delta Building A28-29,
Jl. Suryopranoto 1-9,
Jakarta 10130, Republic of Indonesia
Contact: Mr. Hidayat
Tel:(62)(21) 3806464
Telex: 44639 PRBJKT
Fax:(62)(21) 343281
Products: seafood

PT PROTARA
Jl. Batu 1,
Jakarta 10110, Republic of Indonesia
Contact: Mr. Vincent Kapfor
Tel:(62)(21) 364953/343116
Telex: 44162 POTARA IA
Fax:(62)(21) 371648
Products: seafood

PT SADAR
Jl. Kalibesar Timur No.17,
P.O.Box 585/Jkt 11001,
Jakarta Barat, Republic of Indonesia
Contact: Mr. Kho Kian Lam
Tel:(62)(21) 679838/001
Telex: 42783 SADAR IA
Fax:(62)(21) 678604
Products: seafood

PT SEMESTA AMPUH
Jl. A.M. Sangaji No. 1C,
Jakarta 10130, Republic of Indonesia
Contact: Mr. Lukman Samsuddin
Tel:(62)(21) 3807080
Telex: 46596 AMPUH IA
Fax:(62)(21) 3807112
Products: seafood

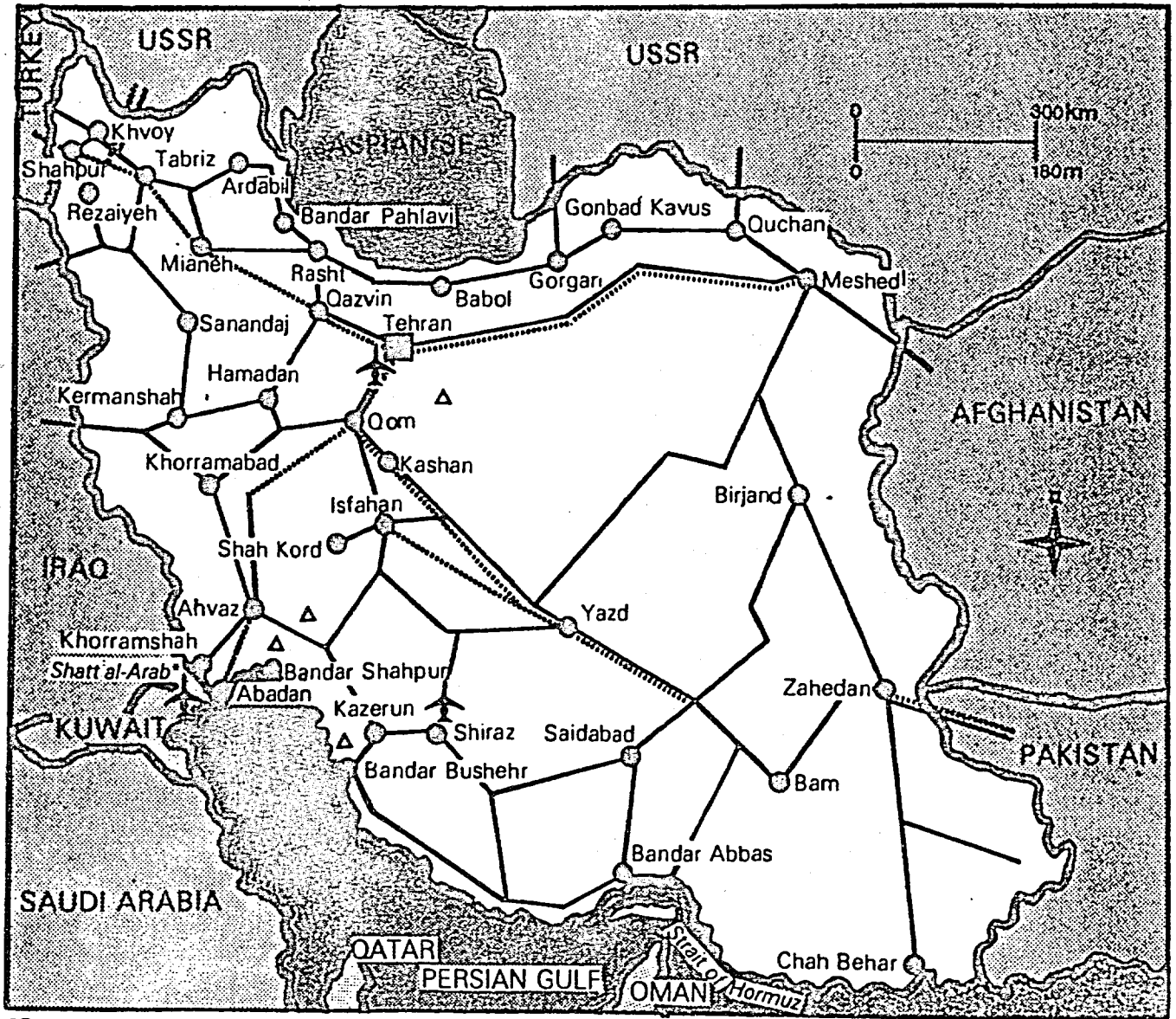
PT TEBET INDRAYA
Jl. M.T. Haryono No.2,
Jakarta Selatan, Republic of Indonesia
Contact: Mr. Felix Affandy
Tel:(62)(21) 8293991
Telex: 48474 TLS IA
Fax:(62)(21) 8299094
Products: seafood

PT TRISARI PERKASA DHARMA
Jl. Letjen Haryono MT Kav.7,
Jakarta, Republic of Indonesia
Contact: Mr. M.R. Thamrin
Tel:(62)(21) 8298390
Telex: 48525 GELAE IA
Fax:(62)(21) 8298387
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
5th Floor, Wisma Metropolitan 1,
P.O. Box 52/JKT,
Jalan Jenderal Sudirman, Kav 29,
Jakarta, D.K.I., Republic of Indonesia
Tel:(011-62-21) 510-709
Telex: 62131
Fax:(011-62-21) 578-2251
Mr. Roger J. Belanger
Counsellor (Commercial)

IRAN



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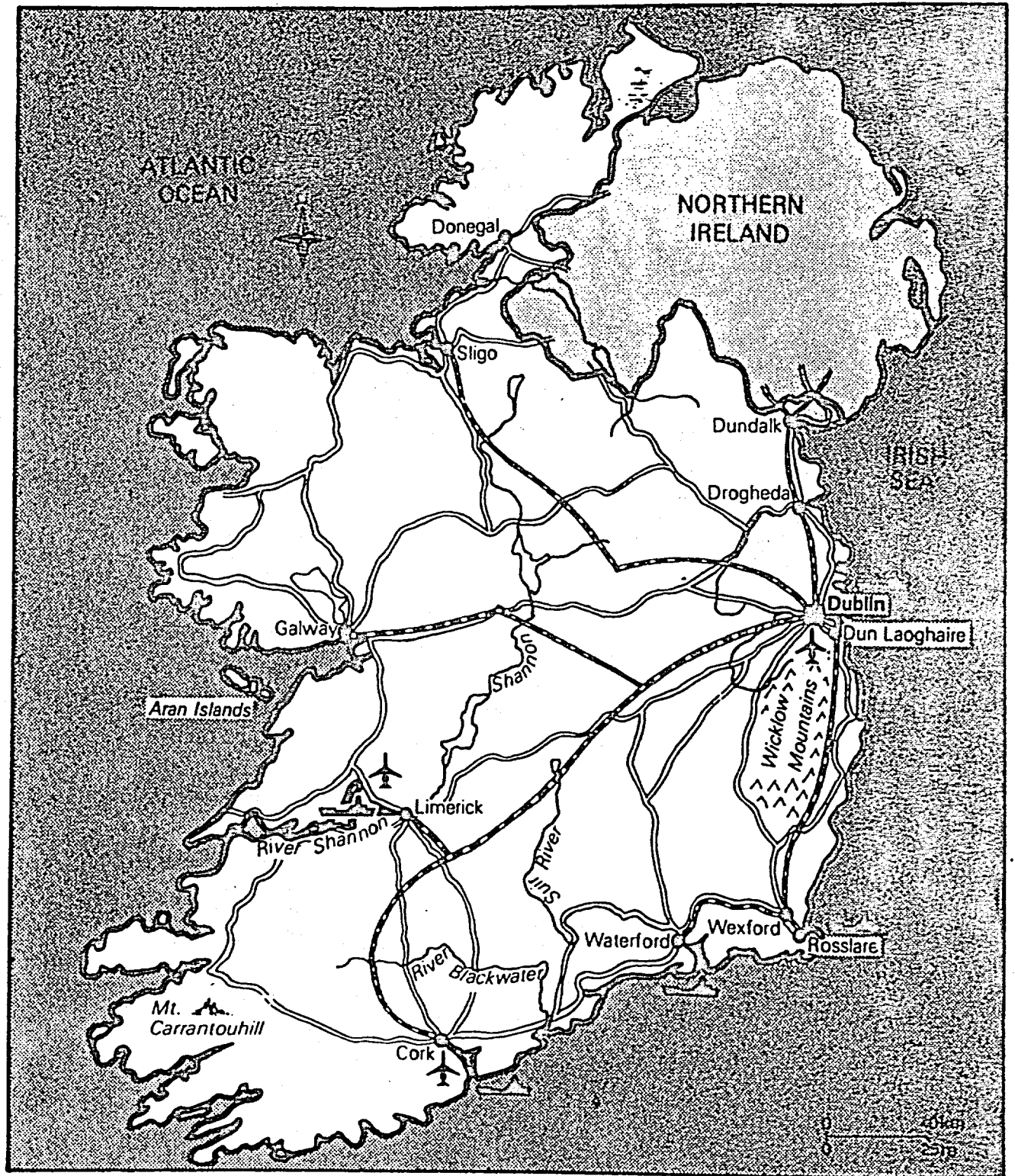
IRAN

Iran does not import fish or fish products, it is primarily an exporter of seafoods. Iran has access to a variety of coastal waters including the Caspian Sea, the Persian Gulf and a number of inland waters. Other than the caviar industry, the fisheries sector in Iran is underdeveloped. Even before the war with Iraq, fishing in the Gulf waters was in general decline for years. Current conditions are not expected to change in the medium-term. Prospects for export to Iran are not encouraging at this time.

FOR FURTHER INFORMATION:

Canadian Embassy
57 Shahid Javad, Sarafraz Street,
P.O.Box 11365-4547,
Ostad Motahari Avenue,
Tehran, Republic of Iran
Tel:(011-98-21) 622623
Telex: 212337
Fax:(011-98-21) 623202
Mr. Shahin Sheissi
Commercial Officer

IRELAND



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IRELAND

Ireland possesses a fisheries industry which has strengthened over the last two decades. The industry (including aquaculture) currently provides employment for approximately 13,500 people. There are over 100 processing companies, although some 25 major firms tend to dominate the sector. The 1980's saw the emergence of a middle and distant water fleet. Further fleet expansion will be constrained by EEC requirements to reduce capacity. The total Irish sea catch is approximately 230,000 tons (demersal 45,000 tons, pelagic 160,000 tons and shellfish 23,000 tons). The production from aquaculture is over 25,000 tons from over 200 farms (salmon, trout, mussel and oyster). Irish fish exports in 1988 were 180,000 tons, of which 74 percent was destined for EEC markets in value terms, with France as the main market.

Irish per capita fish consumption is a modest 7 kg per annum, mainly fresh fish. Ireland is self-sufficient in most fish varieties. Imports for the consumer trade consist mainly of such products as canned salmon, tuna, sardines, warm water shrimp and prawns, and breaded and battered fish sticks and cakes. Several processors import eg. frozen whole mackerel, herring and cod. This situation reflects the supply uncertainty associated with the European quota allocation system. In value terms, 70 percent of all fish imports come from Great Britain and Northern Ireland. From Canada the key exports to Ireland have been canned pink salmon. Imports are normally in the region of 300 tons, but can fall if the dollar strengthens. There are occasional imports of frozen whole (wild) salmon for smoking. Recently, there have been imports of frozen cod fillets and frozen herring fillets, however, the processors involved are reluctant to confirm whether there will be repeat orders, dependent upon availability of local supplies.

MAJOR IRISH SEAFOOD IMPORTERS

BECK SMITH & ASSOCIATES LIMITED

24 Merchants Quay,
Dublin 8, Republic of Ireland
Contact: B. Smith
Tel:(353) 776118
Telex: 30560
Products: canned salmon

BOYNE VALLEY FOODS LIMITED

Mell, Drogheda,
Co. Louth, Republic of Ireland
Contact: M. McCluskey
Tel:(041) 37624
Fax:(041) 32217
Products: canned salmon

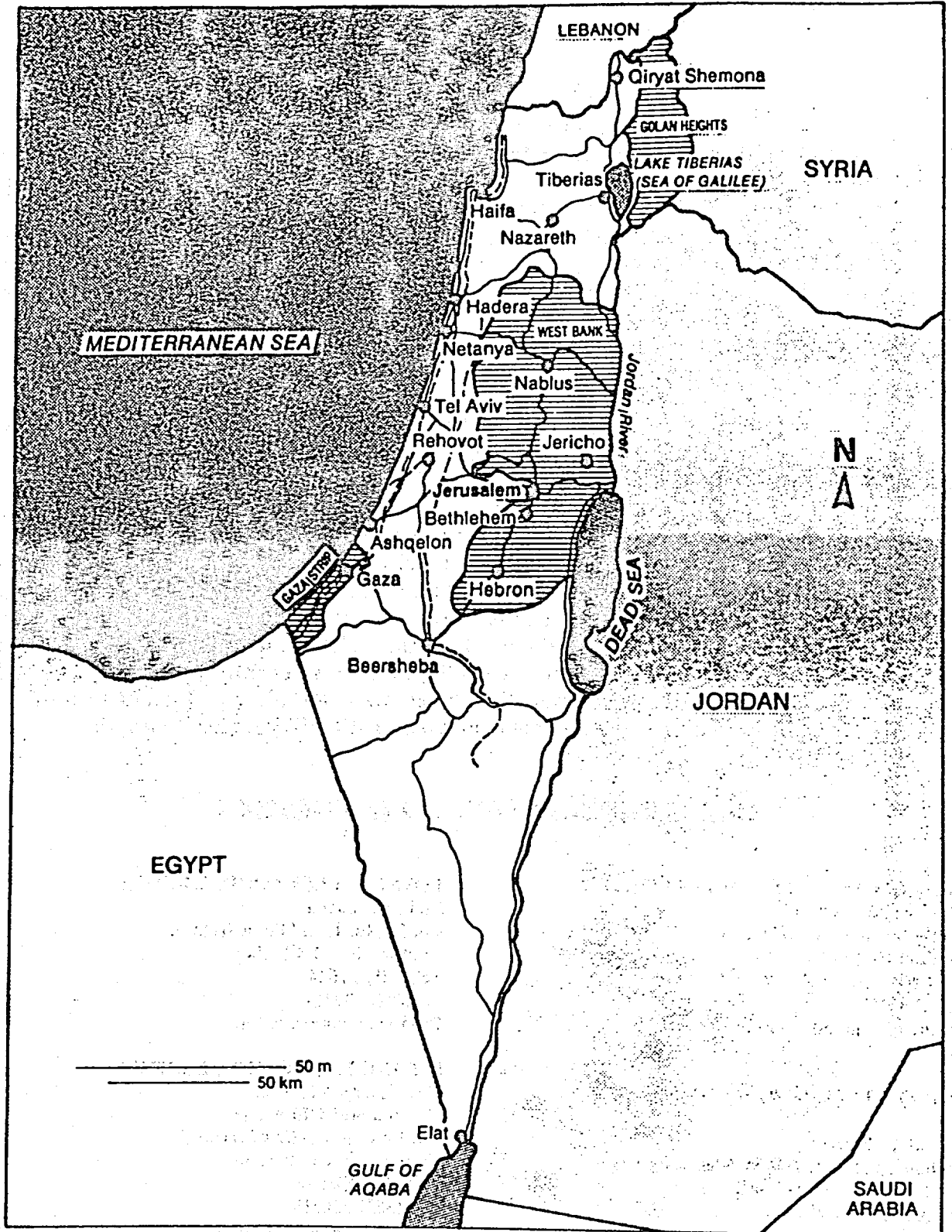
FOR FURTHER INFORMATION:

Canadian Embassy
Canada House, 65/68 St. Stephen's Green,
Dublin 2, Republic of Ireland
Tel:(011-353-1) 781988
Telex: 93803
Fax:(011-353-1) 781285
Mr. John Sullivan
Commercial Officer

S. DANIELS (IRELAND) LIMITED

Unit 7, Argus House,
Greenmount Office Park
Dublin 6, Republic of Ireland
Contact: D.J. Patterson
Tel:(353) 532599
Fax:(353) 536919
Products: canned salmon

ISRAEL



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ISRAEL

In 1988, the domestic fishery in Israel caught approximately 33,000 tons of fish, of which approximately 90 percent was consumed locally in fresh form. Local aquaculture accounted for over 50 percent of the domestic catch. Israel's Ministry of Agriculture has imposed an import quota of 3,000 tons per year on whole fish imports for all species, in order to protect local fishermen and local fish farming operations. Fillets can be imported with no limitation, except freshwater fillets. Import licences for whole fish are only granted to importers based on their import volume. A small importer can team up with a larger importer to use up a quota allocation

MAJOR ISRAEL SEAFOOD IMPORTERS

ARNAZ WILLIGER
24 Hametzuda Street
Azur Industrial Zone
Tel Aviv 61002,
State of Israel
Contact: Zvi Williger
Tel:(972) 55-66858
Telex: 381730 ARNAZ IL
Fax:(972) 55-65701
Products: canned fish

ASHKENAZY NAFTALI & SONS
5 Piggio Street
Tel Aviv 66101,
State of Israel
Tel:(972) 3-612307
Products: seafood

AVRAHAM COHEN & SONS
P.O. Box 734,
Tel Aviv 61007,
State of Israel
Contact: Mr. Roby Cohen
Tel:(972) 3-614943/612064
Products: seafood

E.D.N.
Tiomkin 8,
Tel Aviv 65783,
State of Israel
Contact: Joseph Sarig
Tel:(972) 3-625828
Telex: 371372
Fax:(972) 3-623198
Products: seafood

FOOD MIGLAD IMPORT & EXPORT LIMITED
P.O. Box 381,
Tel Aviv 61004, State of Israel
Contact: Mr. Yoram Lustiger
Tel:(972) 3-384080
Fax:(972) 3-373677
Products: large distributor

HAMASHBIR
76 Yigal Alon Street
Tel Aviv 67067, State of Israel
Contact: Moshe Katz
Tel:(972) 3-389359
Telex: 341110 COOP IL
Fax:(972) 3-9241227
Products: seafood

(ILTIT) ANDES TRADING
5 Druyanov Street,
P.O. Box 11176,
Tel Aviv 61110, State of Israel
Contact: A. Mirelman
Tel:(972) 3-281118
Telex: 33811 ANDES IL
Fax:(972) 3-378543
Products: seafood

ISAR AGENCIES
19 Daniel Street
Ramat Gan 52233, State of Israel
Contact: Mr. Yehuda Michalis
Tel:(972) 3-778902
Fax:(972) 3-771161
Products: seafood

**ISRAEL COLD STORAGE & SUPPLY
COMPANY**

P.O. Box 1789,
Holon 58117,
State of Israel
Contact: Mr. Dan Bibaro
Tel:(972) 3-5560980
Fax:(972) 3-5560981
Products: large distributor

MEIR EZRA

71 Matalon Street
Tel Aviv,
State of Israel
Contact: Mr. Dudi Ezra
Tel:(972) 3-371270
Fax:(972) 3-378543
Products: large distributor

NACHMAN GILON CORPORATION

P.O. Box 30762,
Tel Aviv 61307,
State of Israel
Tel:(972) 3-614169
Telex: 361410 IFA IL
Fax:(972) 3-615840
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
220 Hayarkon Street,
P.O. Box 6410,
Tel Aviv 63405, State of Israel
Tel:(011-972-3) 228122-6
Telex: 341293
Fax:(011-972-3) 223001
Ms. Atalia Hausvater
Commercial Officer

NAREX MIDDLE EAST COMPANY LIMITED

27 Gordon Street
Givatayim 53235,
State of Israel
Contact: Mr. Gershon Ben-Itto
Tel:(972) 3-734449
Fax:(972) 3-734426
Products: canned fish

NEHEMIA LACHOVITZ LIMITED

P.O. Box 1789,
Holon 58117,
State of Israel
Contact: Mr. Nehemia Lachovitz
Tel:(972) 3-5592233
Fax:(972) 3-5560281
Products: large distributor

NIZER IMPORT LIMITED

5 Hamanoa Street
Tel Aviv-Yaffo 68168,
State of Israel
Contact: Mr. M. Sigalovitz
Tel:(972) 3-827538
Telex: 341177 COIN IL
Fax:(972) 3-811060
Products: large distributor

TRANS OCEANIC LIMITED

32 Ben Yehuda Street
Tel Aviv 63805,
State of Israel
Contact: Mr. Ruben Rudin
Tel:(972) 3-299528
Fax:(972) 3-298098
Products: seafood

ITALY



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ITALY

Italy's domestic catch (officially estimated at 388,000 metric tonnes in 1988, but in reality probably closer to 600,000 metric tonnes) continues to decline. Both imports (about 510,000 metric tonnes in 1988) and consumption continue to rise. Although the market remains highly seasonal (summer months), with a strong preference for fresh product, acceptance of frozen product continues to grow at a faster pace than for the sector as a whole. The preference given to Mediterranean or warm water species, and the relative ease of access to adequate supplies of species from other EEC countries has tended to limit interest in importing Canadian product, except for certain species/product sectors which have unique characteristics, *ie.* Pacific salmon for smoking, dried saltfish, live lobster, live clams, etc. This situation is changing gradually as tastes become more standardized and fish supplies from other traditional sources grow scarce.

Export documentation required includes a standard Fisheries Inspection certificate and an additional declaration that the mercury level does not exceed 0.7 ppm. Special plant authorization is required, however, in the case of consumer-pack quick-frozen products. To avoid confusion due to language problems and the fragmentation and uniqueness of the market, it is normally recommended that exporters work through a local Italian agent. First-time business should always be conducted on the basis of irrevocable letter of credit.

MAJOR ITALIAN SEAFOOD IMPORTERS

AFIMEX A.R.L.
Corso Francia, 227,
Rome, Italy 00191
Tel: 06-3276752
Telex: 680480 CATLAN 1
Products: smoked salmon

AGRAS S.R.L.
Piazza della Vittoria, 14/30,
Genova, Italy 16121
Contact: Dott. Romanengo
Tel: 010-595480/586703
Fax: 010-565779
Telex: 270303 AGRAS 1
Products: fish canned, salmon, canned

ALFA SURGELATI S.R.L.
Via Domenico Lachino, 10,
Rome, Italy 00144
Contact: Sig. Giorgio Reggiani
Tel: 06-5980818
Telex: 612185 ALFA I
Products: fish

ALOIA RICCARDO
Corso Meridionale, 58,
Napoli, Italy 80143
Contact: Mr. Riccardo Aloia
Tel: 081-265546
Fax: 081-5539300
Telex: 721332 ALOIA I
Products: cod, salted; fish, smoked/salted

AMATI RICCIONE S.P.A.
Via Colombarina, 121B,
Coriano, Italy 47040
Tel: 0541/657084
Fax: 0541/657315
Telex: 550444
Products: fish

ANCOOPESCA S.P.A.
Via Pigafetta,
Ancona, Italy 60100
Tel: 561863 ANCOO I
Products: fish

ANTARTICA
Piazza Sant'Ambrogio, 4,
Milano, Italy 20121
Products: fish

ARIETE S.R.L.
Via E. Ferri,
Roma, Italy 00173
Tel: 06-6133036
Telex: 613127 SCA-RM 1
Products: fish, smoked salmon

ARIMPEX S.R.L.
Via I Borgofreddo, 28,
Sabbioneta, Italy 46018
Tel:(0375) 528043
Fax: 0375/528043
Telex: 305132 ARIMPE I
Products: fish

B.E. SPECIALITA' GASTRONOMICHE
Via Bronzino, 4,
Empoli, Italy 50053
Tel: 0571/80521/82394
Products: fish, canned

BAIA FISCH S.R.L.
Viale Circe 5a Traversa
Terracina, Italy 04019
Contact: Dott. Michele Assante di Cupillo
Tel: 0773-727073
Products: fish

BATTAGLIA GIOVANNI S.R.L.
Via Venezia, 5,
Napoli, Italy 80142
Contact: Sig. Giovanni Battaglia
Tel: 081-268188
Products: cod, salted/dried; fish, salted/dried

BELLUCCI FRANCO S.N.C.
Via Staffette partigiane,
Modena, Italy 41100
Contact: Sig. Franco Bellucci
Tel: 059-312002
Products: fish, live lobster

BERNI INDUSTRIE ALIMENTARI S.P.A.
Via Venere Di Chiozza, 13/A,
Scandiano, Italy 42019
Tel: (0522) 849455
Fax: 0522/849490
Telex: 530526 Aliberti
Products: fish, canned

BERSELLI S.P.A.
Via Privata Tacito
Corsico,
Italy 20094
Tel: (02) 44876
Fax: 02/4491007
Telex: 340215 BERAN I
Products: fish, canned

BONARIA RAG. CARLO & C.S.A.S.
Caselia Postale 3147-Ferrovia-
Genova, Italy 16100
Tel: (010) 265322
Telex: 216500 PESCA I
Products: fish, salted/dried

BOSSI GENERAL FOODS S.R.L.
Via Caduti Delia Resistenza, 4,
Castelnuovo Ber. Ga,
Italy 53019
Tel: 0577/355131
Telex: 572401 BOSTURI
Products: canned fish

BRUNO PENNACCHIONI
Via Capo Santa Chiara, 7/A,
Genova, Italy 16146
Tel: 282814 PENRAP I
Products: fish, salmon

BURGASSI S.P.A.
Via R. Giuliani, 105,
Firenze, Italy 50122
Tel: 055-4379041
Fax: 055-413191
Telex: 570631 BURGAS I
Products: cod salted/dried, fillets, herring,
bloaters

COAM
Via Della Porestale, 48,
Morbegno, Italy
Tel:(0342) 610881
Telex: 311619 COAM I
Products: fish

C.A.M. S.R.L.
Via della Marttime,
Chioggia (Venezia),
Italy 30015
Contact: Sig. Saverio Marinucci
Tel: 041-403130
Telex: 411137 CAM I
Products: clams, fish, fillets, shellfish, cod
salted/dried

C.P.L. IMPERIAL S.P.A.
C.P. 252, Via Triburtina, 465,
Pescara, Italy 65100
Contact: Sig. Camillo Pozzolini
Tel: 085-51141
Telex: 600021 POZZIMP I
Products: fish

CANADA SALTFISH S.R.L.
Viale Tunisia, 38,
Milano, Italy 20124
Contact: Mr. Salvatore Esposito
Tel:(02) 6551602/6696351
Products: fish

CENIRO DIREZIONALE VALDELSA
Palazzo Monte dei Paschi di Siena,
Pogibonsi (FI), Italy 53036
Tel: 0577-981770
Products: smoked salmon

CIMEX S.R.L.
Via XX Settembre, 34,
San Benedetto Del Tronto, Italy 63039
Contact: Sig. Tmino
Tel: 0735-68048
Telex: 561314 CIMEX I
Products: crab meat, fish, lobster meat, shellfish

CLODIAFRIGO S.P.A.
Localit Brondolo,
Chioggi (Venezia), Italy 30015
Contact: Sig. Pietro Cardillo
Tel: 041-490222
Fax: 041/959176
Telex: 410649 CLOFRI I
Products: clams in shell, fish, shellfish

CO.AL. S.R.L.
Via Maiori, 2/4/6,
FREGENE, Italy 00050
Contact: Signora Sara Bernardi
Tel: 06-6463358
Telex: 621524 FIDIRI I
Products: clams in shell, fish, lobster, shellfish

CODIMPORT S.N.C.
Casella Postale 3004,
Genova, Italy 16100
Tel: 010-262394
Products: fish, smoked/salted

**COMMIMPORT FISH S.R.L.-FRATELLI
IMPARATO**
Via Mugnano Giugliano, 2,
Mughano Di Napoli, Italy 80018
Tel:(081) 7453780
Products: fish, salted/dried

COMPROMAR S.COOP.R.L.
Via del Faro, 380
Fiumicino (Roma), Italy 00054
Contact: Signora Matera
Tel: 06-6450749
Telex: 612299 COMAR I
Products: fish, lobster in shell, shellfish

CONSERVIERA ADRIATICA S.R.L.
Via Palmiro Togliatti, 50,
Offida, Italy 63035
Telex: 561162
Products: fish

CONSORZIO PESCATOBI DI GORD
Via A. Brugnoli, 296/298,
Goro, Italy 44020
Tel:(05333) 996527/996528
Telex: 213699
Products: fish

CONTINI GIULIANO
Via Roma, 56,
Livorno, Italy 57126
Fax:(0586) 8060420
Telex: CONSPE I
Products: fish

COOP. LA RINASCITA S.R.L.
Via Cesare Pascarella, 39,
Roma, Italy 00153
Contact: Signora Anna Maria Fragioni
Tel: 06-5816629/54903327
Products: eels

CORICELLI PIETRO S.R.L.
Madonna di Lugo, 44,
Spoleto, Italy 06049
Tel: 0743-49400
Telex: 660052 CORICELLI I
Products: fish, smoked/salted

COVILAT S.R.L.
Via G. Carducci, 32,
Civitavecchia, Italy 00053
Contact: Sig. Fernando Corsetti
Tel: 0766-20859/33442
Products: clams, fish, shellfish

COZZI & FERNADEZ S.N.C.
Via Carus, 3,
Prato (FI), Italy 50047
Tel: 0574-596444
Telex: 570481 COFER I
Products: fish

CRIOS S.P.A.
Via Delia Magliana, 724,
Rome, Italy 00146
Tel:(06) 6850303
Fax:(06) 6853677
Telex: 610645
Products: fish

D. & C. BOLOGNA S.P.A.
Via Nannetti, 1
Zola Predosa, Italy 40069
Tel: 051-755565/753609
Telex: 510534 DIECI I
Products: fish, canned salmon

DALLA CIA & TAMBURLINI S.N.C.
Via G. Fara, 29
Milan, Italy 20124
Fax:(02) 66981086
Products: fish

DE BENEDETTI & COMPANY S.N.C.
Darsena (Sezione C-15),
Genova, Italy 16124
Tel: 010-255234/261350
Products: fish, smoked/salted

DE LANGLADE & GRANCELLI S.P.A.
Via Cairoli, 6/5,
Genova, Italy 16124
Tel: 010-296473
Fax: 1010/281556
Telex: 271323 DLG I
Products: fish, canned; salmon, canned

DE MAR S.P.A.
Via Degli Ongari, 37,
Noale, Italy 30018
Tel:(041) 440848
Fax:(041) 440848
Telex: 431475
Products: fish

DE A. MAR S.R.L.
Via Romea, 100/b--Riv.,
Ariano Polisine, Italy 45012
Contact: Sig. Mario De Agostini
Tel: 0426-79092
Telex: 430600 DEAMAR I
Products: clams in shell, fish, shellfish

DELICIOUS DI RIZZOLI & CO.
Via Bruno Buozi, 14,
San Polo Di Torrile, Italy 43056
Contact: Sig. Luigi Rizzoli
Tel: 0521-819721
Telex: 532054 DELICI I
Products: clams in shell, fish, shellfish

DELICIOUS RIZZOLI S.P.A.
Via Buozi, 12,
San Polo Di Torrile,
Italy 43056
Tel: 0521/819721
Telex: 532054
Products: fish, canned

DIOTALEVI ALESSANDRO
Via Montevideo, 20
Roma, Italy 00197
Contact: Sig. Alessandro Diotalevi
Tel: 06-851347
Telex: 614451 GAIMEX I
Products: fish, salmon

ENRICO GISMONDI & CO.
Piazza della Vittoria, 14/30,
Genova, Italy 16121
Tel: 010-595820/593664
Telex: 270464 GENGIS I
Products: fish

ERRE TRE IMPORT S.R.L.
Via Duga Ferrante Della Marra, 14,
Napoli, Italy 80136
Tel:(081) 7696810
Products: fish, salted/dried

ESCA S.R.L.
Via F. Morosini, 19,
S. Benedetto, Italy 63039
Products: fish

ETRURIA S.P.A.
Via Pirelli, 19,
Milan, Italy 20100
Telex: 334057 FIBEN I
Products: fish

EUROPESCA
Via Sammartini, 71,
Milan, Italy 20124
Telex: 330304
Products: fish

F.A.R.O. PESCA S.A.S.
Via degli Aldobrandini 3/R,
Lidi Di Ostia,
Italia 00121
Contact: Sig. Renzo Bazzali
Tel: 06-6695895/6091842
Telex: 611194 FAROFISC I
Products: fish

FABBRINI G. TOMMASO & COMPANY S.N.C.
Casella Postale 81, Via Fiume, 30,
Livorno, Italy 57100
Tel: 0586-31293
Telex: 500424 FISHIP I
Products: fish, smoked/salted

FAIOLO ANTONIO
Via San Pier Damiano, 3,
Ostia Lido (RM), Italy 00121
Contact: Sig. Antonio Faiolo
Tel: 06-5627649/5661235
Telex: 613446 FAIOLA I
Products: salmon, smoked

FERPESCA S.R.L.
Via Morgagnt, 2,
Verona, Italy 37136
Fax: (045)508688
Products: fish

FIGLI MANCINI
Via Enrico Mattei, Zona Industriale
Anoona, Italy 60110
Tel: 071-201184
Telex: 561863 ANCCO I
Products: fish, lobster, shellfish and products

FIORINI MARIA ELISA S.R.L.
Localita' Cicerchia
Latina, Italy 04100
Contact: Sig. Giuseppe Gallo
Tel: 0773-415053
Products: eels

FIORITAL S.R.L.
Sanca Croce 491,
Venezia, Italy 30100
Contact: Sig. Aldo Fiorotto
Tel: 041-27265
Telex: 410187 FIORIT I
Products: fish, salmon

FISH TRADE COMPANY--CIMEX
Via XX Settembre, Galleria Piunti,
San Benedetto del Tronto, Italy 63039
Contact: Sig. Tumino
Tel: 0735-68048
Telex: 561314 CIMEX I
Products: fish eggs and shellfish, fish, lobster

**FOCA DI FORNASARI & GATTABRIGA &
COMPANY S.N.C.**
Via Turrini, 8,
Calderara Di Reno, Italy 40012
Tel: 051/727415
Telex: 520167
Products: fish, canned

FOODS IMPORT-FRATELLI MONTI
Villa Rosa (Teramo),
Italy 64010
Tel: 0861-77537
Telex: 600180 FMONTI I
Products: fish, smoked/salted

FORMIA FREEZING FISH S.P.A.
Piazzale Vespucci
Formia, Italy 04023
Tel: 0771-22035
Telex: 680028 FORMIA I
Products: fish, salmon

FORNACIARI ARGO
Via A. Sebastiani, 230,
Scairi (Latina),
Italia 04028
Contact: Sig. Argo Fornaciari
Tel: 0771-683298
Products: eel, fish live for propagation

FRIGODAUNIA S.P.A.
Via Giorgione, 18,
Roma, Italy 00147
Tel: 06-5410083
Telex: 612579 CIDAC I
Products: fish

FROLLANPESCA S.R.L.
Via Stefano Jacini, 14/15,
Roma, Italy 00191
Tel: 06-3270936
Telex: 612314
Products: fish

G.G.R. DI GRIGNANI GRAMMACIONE & CO.
Via Isidoro del Lungo, 42,
Roma, Italy 00137
Contact: Dott. Giuseppe Grignani
Tel: 06-825630/8271390
Telex: 614341 GIGIER I
Products: salmon, smoked/frozen

GADOPESCA S.R.L.
Via Gluck, 48,
Milan, Italy 20125
Products: fish

GADUS S.R.L.
Via Flaminia, 441,
Roma, Italia 00196
Contact: Dott. Antonello La Rocca
Tel: 06-399796
Telex: 623022 GADUS I
Products: fish, smoked/salted; herring, bloaters

GIOVANNI BATTISTA ZALIM

Via Ricasoli, 75,
Livorno, Italy 57100
Contact: Mr. Giovanni Battista Zalim
Tel:(0586)30030
Telex: 623587 ZALUM I
Products: cod, salted/dried; fish, salted/dried

GRANDI MARCHE S.R.L.

Via A. Gabelli, 116,
Padova, Italy 35127
Tel: 049/663666
Products: canned fish

GRIFO GEL, S.A.S.

Via del Maggiolino, 61,
Roma, Italy 00155
Tel: 06-220507
Telex: 610185 LABOR I
Products: fish

I.L.I.O. S.P.A.

S.S. Pontina, Km 81 400,
Borgo Grappa,
Italia 04010
Contact: Sig. Ruben Braha
Tel: 0773-250785/250786
Fax: 0773/250803
Telex: 680062 ILIO I
Products: eel, fish

ICAT FOOD S.R.L.

Via Cairoli, 11
Genova, Italy 16124
Tel: 010-298021
Fax: 010/205623
Telex: 281305 ICAT I
Products: fish, fillets, herring, bloaters, salmon,
canned products

IGINO MAZZOLA S.P.A.

Piazza Della Nunziata, 5/12,
Genova, Italy 16124
Tel: 010/281951-281953
Fax: 010/280709
Telex: 270189 IGMA
Products: fish, canned

IMEXCOOP. MARE S.COOP.R.L.

Via XXV Aprile, 37/A,
Ancona, Italy 60100
Contact: Sig. Maurizio Paolinelli
Tel: 071-201910
Products: clams in shell, fish, shellfish

IMPORTSALMON S.P.A.

Via Marostica, 40,
Milano, Italy 20146
Telex: 331094 Sorbag I
Products: fish, salmon

INTERCOD S.R.L.

Viale Brigata Bisagno, 14/4,
Genova, Italy 16129
Tel: 010-397851
Products: fish, smoked/salted

INTERINDUSTRIA S.P.A.

Zona Industriale, Frazione Sant'Atto,
Teramo, Italy 64020
Contact: Sig. Mario De Santis
Tel: 0861-58446
Telex: 600109 C.D.R.I.
Products: fish

INTERNATIONAL BROKERAGES CO, S.A.S.

Piazza Giuseppe Verdi, 90,
Palermo, Italy 90038
Contact: Sig. Enrico Alletti
Tel: 091-321872/565129
Fax: 091-333041
Products: clam meat, crab meat, fish, lobster,
smoked salmon, shellfish and products

INTERNATIONAL SALMON CO. S.P.A.

Via per Cassano,
Busto Arsizio, Italy 21052
Tel: 0331-681151/681155
Telex: 330574 PELLIN I
Products: salmon

INTERNATIONAL TRADE COMPANY S.R.L.

Via Anorea Di Buonaiuto, 41,
Roma/eur, Italy 00142
Tel:(06) 5042800/5042710
Fax:(06) 5031847
Products: shellfish and products

ITALGEL S.P.A.

Viale Mentana, 43,
Parma, Italy 43100
Contact: Signora Gubellini
Tel: 0521-7921
Telex: 530573 Itagel I
Products: fish

ITTICA N.R. S.A.S.

Via C. Agnoletti, 2,
Marghera (Venezia), Italy 30175
Tel: 041-937055
Telex: 431374 ITTICA I
Products: fish

ITTICA VALDAGRI
Policcro (Matera),
Italy 75025
Telex: 812577 SJCI I
Products: eels

ITTIMPORT S.P.A.
Via Plava, 4
Lecco, Italy 22053
Tel: 0341-363053
Telex: 380010 ITILIECCO I
Products: fish, salmon

ITTIRUSSO S.R.L.
Via Melitello,
Casandrini (NA), Italy 80025
Tel: 081-8311344
Telex: 680028 ITIRUSSO I
Products: fish

LA CORTE PRODOTTI ITTICI AFFUMICATI
Vigna La Corte,
Licenza (RM), Italia 00026
Contact: Mr. John Fort
Tel: (0774)46066
Products: eels, salmon, trout

LA MITA S.R.L.
Via Fiume Bianco 67,
Roma (EUR), Italy 00144
Contact: Sig. Giancarlo Nati
Tel: 06-5985839
Telex: 626043 MITA FF I
Products: fish, salmon

LA PIEMONTESE S.N.C.
Via Levis, 40,
Chiomoni, Italy 10050
Tel: 0122-54102/54257
Telex: 210322 SCOTIA I
Products: salmon

LAZIOMARE S.R.L.
Villa Fogliano, Borgo Grappa,
Latina, Italy 04100
Contact: Sig. Vittorio Patella
Tel: 0773-544034/534042
Telex: 680089 DOMAZZ I
Products: clams in shell, fish, shellfish

LUCENTE S.R.L.
Via Napoleone Colaianni, 6/A,
Bari, Italy 70100
Contact: Sig. Michele Lucente
Tel: 080-421488
Telex: 810841 LUCENT I
Products: fish, lobster, shellfish and products

MARCHESI FRANCESCO
Viale Papiniano, 44,
Milano, Italy
Contact: Sig. Francesco Marchese
Tel: 02-8372266/8377678
Telex: 320183 ALACRE I
Products: fish, canned; salmon, canned

MARR S.N.C.
Via Spagna, 20,
Rimini, Italy 47037
Tel: 0541-746111
Telex: 550210 MARR I
Products: eels

MASSETTI RICCARDO
Via Mazzochi La Trav. #13,
Coccaglio (Brescia),
Italy 25030
Contact: Mr. Riccardo Massetti
Tel: 030-7241053
Telex: 303274 BNEX I
Products: smoked salmon

MAZZOLA IGINO S.P.A.
Piazza Nunziata, 5/12, Palazzo Lauro,
Genova, Italy 16124
Tel: 010-281951
Telex: 270189 IGMA I
Products: fish, salted/dried/smoked

MEDITERRAPESCA S.R.L.
Via Sarsina, 207/A
Vitinia (RM), Italy 00127
Contact: Sig. Vincenzo Attanasio
Tel: 06-6072697/6072368
Telex: 610177 MDTATT I
Products: eels, fish, lobster

MEGA ALIMENTARI S.R.L.
Via Anastasio II, 274,
Roma, Italy 00165
Contact: Mr. Rolando Palazzi
Tel: 06-6373380/6374995
Fax: 06-6371360
Telex: 625650 MEGA I
Products: fish

MELIS S.R.L.
Via Cicerona, 52,
Latina, Italy 04100
Contact: Sig. Di Giovanni
Tel: 0773-484184/534272
Telex: 680089 DOMAZZ I
Products: clams in shell, fish, shellfish

MERIDIONALPESCA S.P.A.
Corso Vittorio Emanuele, 20-A,
Bari, Italy 70100
Tel: 080-216614
Telex: 810065 MEPESC I
Products: fish

MILELLA BRUNO E.C. S.R.L.
Via Abate Gimma, 62,
Bari, Italy 70121
Tel: 080-212035
Fax: 080-232967
Telex: 810440 MILELL I
Products: fish, live; lobster meat

ORIENTALIMENT S.R.L.
Viale Trastevere, 108,
Roma, Italy 00153
Contact: Sig. Bruno Journo
Tel: 06-5894922/5899941
Telex: 621356 MUZETA I
Products: fish, salmon

ORLANDO CAMPIDORI
Piazza Affari, 7,
Lecco, Italy 22053
Telex: 380349 CAMPEX I
Products: fish

ORTO CORI S.R.L.
Localita' Sant'Angelo,
Cori, Italy 04010
Tel: 06/9670733-4
Fax: 0773/491644
Products: fish, canned

PANAPESCA S.R.L.
Via Mazzini (Traversagna),
Massa E. Cozzile (Pistoia), Italy 51010
Tel: 0572-74791
Telex: 570666 PANA I
Products: fish

PAONESSA S.R.L.
Via Vercillo, 3,
Catanzaro, Italy 88100
Tel: 0961-23203
Telex: 890049 PAONES I
Products: cod, salted/dried; fish

PEDOL MARIO & FIGLI S.N.C.
Via Dogana 2,
Milano, Italy 20123
Contact: Sig. Corrodo Pedol
Tel: 02-807391/808786
Telex: 310146 PEDOL I
Products: fish

PERGAMAR S.R.L.
Ridotto Madonna, 29/AB,
Chioggia, Italy
Fax:(041) 5540799
Telex: 410110 PERGA I
Products: fish

PESCAGEL S.P.A.
Via Copernico, 42,
Milano, Italy 20125
Tel:(02) 6073802
Fax:(02) 6070900
Telex: 330526 PESGEL I
Products: fish

PESCLAUDIO SUD S.P.A.
Km 29, 500 S.S. 433,
Rotella, Italy 63030
Fax:(0736) 73228
Products: fish

PRINCE S.R.L.
Via Leopardi, 36/60,
Romano D'Ezzelino,
Italy 36060
Products: fish

REGNOLI CESARE E FIGLIO S.R.L.
Piazza San Francesco, 10,
Bologna, Italy 40122
Tel: 51-275700
Telex: 226485 REMAR I
Products: eels

RIZZOLI EMANUELLI & CO. S.R.L.
Via Emilia Est, 29/A,
Parma, Italy 43100
Tel: 0521/481837
Telex: 532319 RIEM I
Products: canned fish

S.A.R.C.E.N. S.R.L.
Via Padre Rocco, 17/19,
Napoli, Italy 81042
Contact: Sig. Bruno Raffaele
Tel: 081-5539300
Fax: 081-5528390
Products: cod, salted/dried; fish, salted/dried,
fillets

S.A.R.C.E.N. S.R.L.
Via G.C. Capaccio, 2/12/C
Napoli, Italy 80142
Tel:(081) 223904
Products: fish, salted/dried

S.I.R. Societa Ittiologica Rimini
Via Portogallo, 14,
Rimini, Italy 47037
Contact: Sig. Stavole
Tel: 0541-741068
Telex: 550398
Products: lobster, shellfish

SAFICA S.P.A.
Via Mascherone, 19,
Milano, Italy 20145
Contact: Sig. Umberto Pedol
Tel: 02-4988301
Telex: 321064 SAFICA I
Products: clams in shell, fish, shellfish

SAGIT S.P.A.
Via Paolo di Dono, 3/A,
Roma, Italy 00143
Contact: Mr. Herman Van Heterejck
Tel: 06-54491
Telex: 610260 SAGES I
Products: cod, hake

SAGITTARIO S.P.A.
Via della Magliana, 724,
Roma, Italy 00148
Tel: 06-5221761
Telex: 613012 BKAROMA I
Products: fish, fresh/chilled/frozen/pre-cooked

SALEMAR COOP S.C.R.L.
Viale Della Repubblica, 37,
Chioggia, Italy 30015
Products: fish

SALVATORE S.R.L.
Via Magellano, 61,
Pescara, Italy 65100
Contact: Sig. Berardino Salvatore
Tel: 85-65933/66890
Telex: 600836 SALVPE I
Products: clams in shell, fish, lobster, shellfish

SCAMBI INTERNAZIONALI GIANELLI
Via Andrea Doria, 15,
Torino, Italy 10123
Tel:(011) 546516
Products: fish, salted/dried

**SCANDANAVIAN SALMON SMOKEHOUSE
S.N.C.**
Via della Forestale, 48,
Morbengo, Italy 23017
Tel: 0331-681155
Products: salmon

SCARCI MARE S.R.L.
Via G.B. Grassi, 7,
Fiumicino, Italy 00054
Contact: Mr. Alfredo Scarci
Tel:(06) 6442604
Fax:(06) 6442127
Products: fish

SILVIPESCA S.R.L.
Via Roma, 138,
Silvi Marina (Teramo), Italy 64029
Tel: 085-864647
Telex: 600179 UNIHOT I
Products: smoked salmon

STELLA S.R.L. CONSERVE ALIMENTARI
Via Pietrasanta, 12,
Milano, Italy 20121
Tel:(02) 531522
Products: fish, salted/dried

SUPERNOVA
Via Laurentina, 456,
Roma, Italy 00142
Contact: Ms. Grazeilla Proserpi
Tel: 06-5921586
Telex: 613641 SUNOVA I
Products: fish, smoked salmon

TONTINI PESCA S.R.L.
Via della Cannuccia,
Anzio (RM), Italy 00042
Contact: Sig. Renato Tontini
Tel: 06-985267/9830901
Telex: 611442 TONTINI I
Products: fish

VANNO MARIA GIOVANNA IMPORT-EXPORT
Via Appia, Km 102, 700,
Terracina (LT), Italy 04019
Contact: Signora Maria Giovanna Vanno
Tel: 0773-752461/752462
Products: clams in shell, lobster, shellfish

VERO EUROPA FISH S.R.L.
Via G. Bruno, 26/11,
Genova, Italy
Products: fish

VENTO E.C. S.N.C.
Via Labicana, 75,
Roma, Italy 00184
Contact: Mr. Roberto Vento
Tel: 06-736207/736651
Telex: 680207 PULSEIT I
Products: cod, fish

VINCENZO SANNINO FU G. & FIGLI
Via Emanuele Gianturco, 13/A,
Napoli, Italy 80146
Tel: 081-287612
Products: cod, salted/dried; fish

FOR FURTHER INFORMATION:

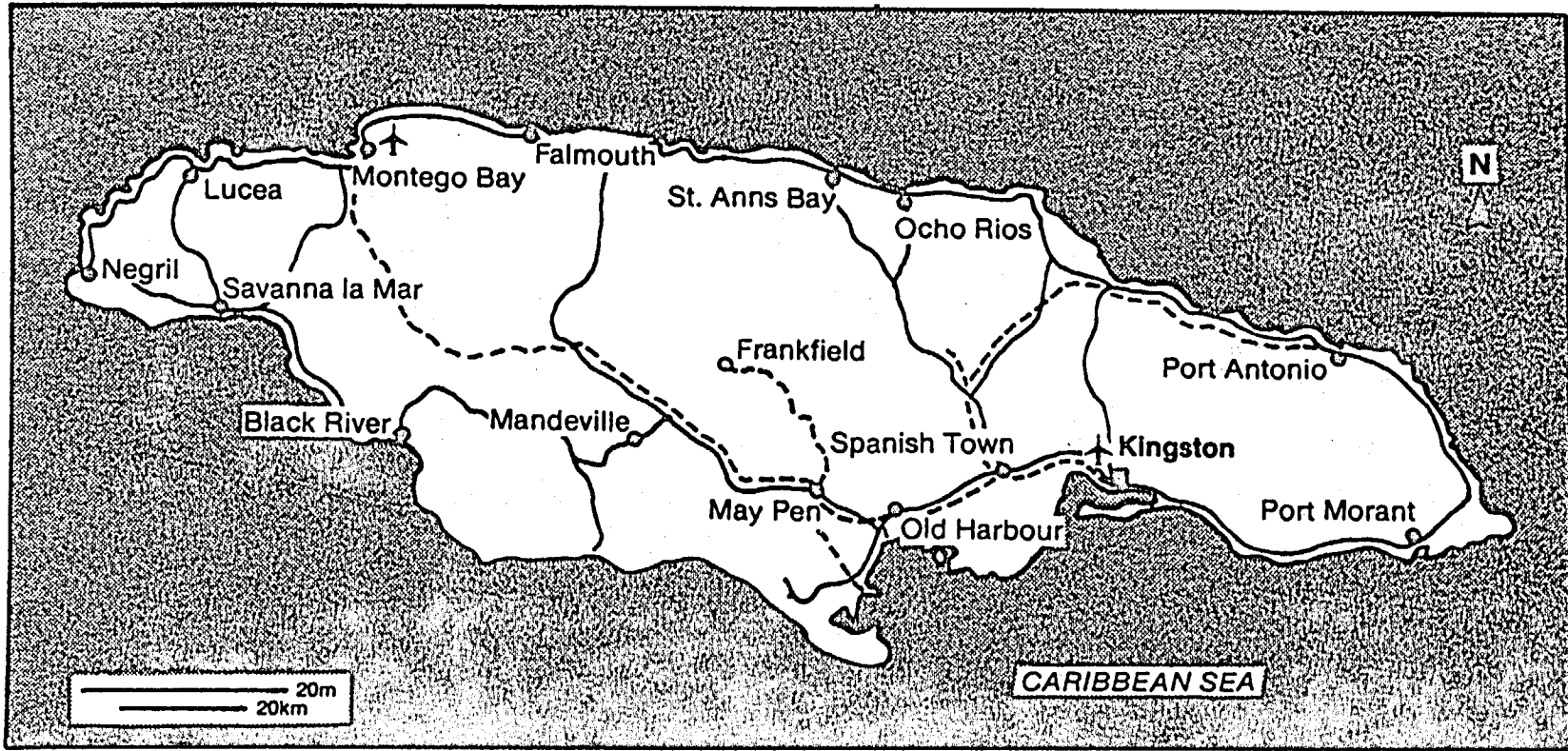
Canadian Embassy
Via G.B. de Rossi 27,
00161 Rome, Italy
Tel:(011-39-6) 841-5341
Telex: 610056
Fax:(011-39-6) 884-8752
Mr. M.J. McDermott
Commercial Officer

Canadian Consulate General
Via Vittor Pisani 19,
20124 Milan, Italy
Tel:(011-39-2) 669-7451
Telex: 310368
Fax:(011-39-2) 670-4450
Mrs. Clara Baglietto
Commercial Officer

VISMARA E. DI A. BIFFI S.A.S.
Via Carlo Pisacane, 22,
Milano, Italy 20129
Tel: 02-718041
Telex: 320277 BIALUS I
Products: canned fish, salmon

WAX & VITALE S.P.A.,
Via Brigata Bisagno, 10,
Genova, Italy 16121
Tel: 010-591841
Telex: 270459 WAXVIT I
Products: fish roe, fish, salmon

Vancouver +3hr
Ottawa +/-0hr
Halifax -1hr



JAMAICA

JAMAICA

The domestic marine fishing industry in Jamaica is characterized by a widening gap between demand and supply. Demand for marine seafood products continues to increase dramatically in Jamaica while the domestic supply of seafood products is in decline. Even an increase in the domestic catch in 1989 of 16 million pounds of marine fish was not sufficient to meet domestic demand in Jamaica. There have been marked reductions in the Snapper and Grouper catches in recent years. The declines are primarily due to over-exploitation of the resources. The reclamation of mangrove swamps for tourism and other development has contributed to the problem. The mangroves were important nursery grounds for lobster, fish and conch. In addition, destructive fishing practices and poaching by foreign fishing vessels with highly sophisticated equipment have contributed to the declining marine resources in Jamaica.

The Jamaican marine fishing fleet consists of approximately 16,500 small-scale fisherman operating a total of 7,000 vessels from the island's 184 beaches. The major fishing grounds are the island shelf and its nine proximal banks which have a total area of 4,170 square kilometres and Pedro Bank which has an area of 7,909 square kilometres. There are concerns within the Jamaican fishing industry that if current practices are not changed, then the marine fishing industry may disappear.

The Jamaican Government has actively encouraged the development of an inland aquaculture fishery sector. Over the last decade production has increased dramatically as the products have gained widespread acceptance and fish farming has proved to be a very lucrative enterprise. Today there are over 800 pond acres of commercial fish farms in Jamaica, which grow mainly *Tilapia nilotica* (silver perch), although there is a growing interest in other species of fish. Output from the inland fisheries was approximately 6.5 million pounds in 1989 with production targets for 1995 set at 12.5 million pounds of fish from approximately 4,300 acres of pond. The growing of freshwater prawn, both for export and for local consumption, has recently received a great deal of attention and has been targeted as a key area for development under the Government of Jamaica's Self Sufficiency Programme. Two Jamaican companies are now growing prawns commercially and both have developed extensive hatchery facilities for the production of seed stock (post larvae) which are then placed in freshwater grow-out ponds for rearing to market size. To date, 42,000 pounds of shrimp have been produced for export and local consumption.

Previously, only the Jamaica Commodity Trading Company Limited (JCTC) could import salted fish and sardines, since these commodities were subsidised by the Jamaican Government. With the removal of subsidies on salted fish, the government deregulated the market for salted fish and the private sector can now import the fish directly and not purchase directly from the JCTC. In 1988, imports of fish and fish products totalled approximately 37 million pounds.

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

MAJOR JAMAICAN SEAFOOD IMPORTERS

B-MARTS CORPORATION LIMITED

46 Trinidad Terrace,
Kingston 5, Jamaica
Contact: Mr. Richard Burgher
Tel:(809) 929-6776
Fax:(809) 929-7394
Products: seafood

CEE FOODS LIMITED

5 Third Street, Newport West,
Kingston 13, Jamaica
Contact: Mr. Selvin Campbell
Tel:(809) 923-7199
Products: seafood

CHAS E. RAMSON

449 Spanish Town Road
Kingston 11, Jamaica
Contact: Mr. Raymond Silvera
Tel:(809) 923-5051
Telex: 3508 RAMMO JA
Products: seafood

FACEY COMMODITY COMPANY LIMITED

61 Newport Boulevard
Kingston 13, Jamaica
Contact: Mrs. Claudette Chin
Tel:(809) 923-9221
Telex: 2120
Products: seafood

FOR FURTHER INFORMATION:

Canadian High Commission
30-36 Knntsford Boulevard,
P.O. Box 1500,
Kingston 10, Jamaica, W.I.
Tel:(809) 926-1500 to 9
Telex: 2130
Fax:(809) 926-1702
Ms. Yasmin M. Chong
Commercial Officer

GRACE KENNEDY & COMPANY LIMITED

64 Harbour Street
Kingston, Jamaica
Contact: Mr. Willie Harrison
Tel:(809) 922-3440
Telex: 2290 GRAKENC0
Fax:(809) 922-7567
Products: seafood

J.H.P. MAPP (SUCCS) LIMITED

61 Newport Boulevard
Kingston 13, Jamaica
Contact: Mr. Ronnie Chin Loy
Tel:(809) 923-8846
Fax:(809) 923-5092
Products: seafood

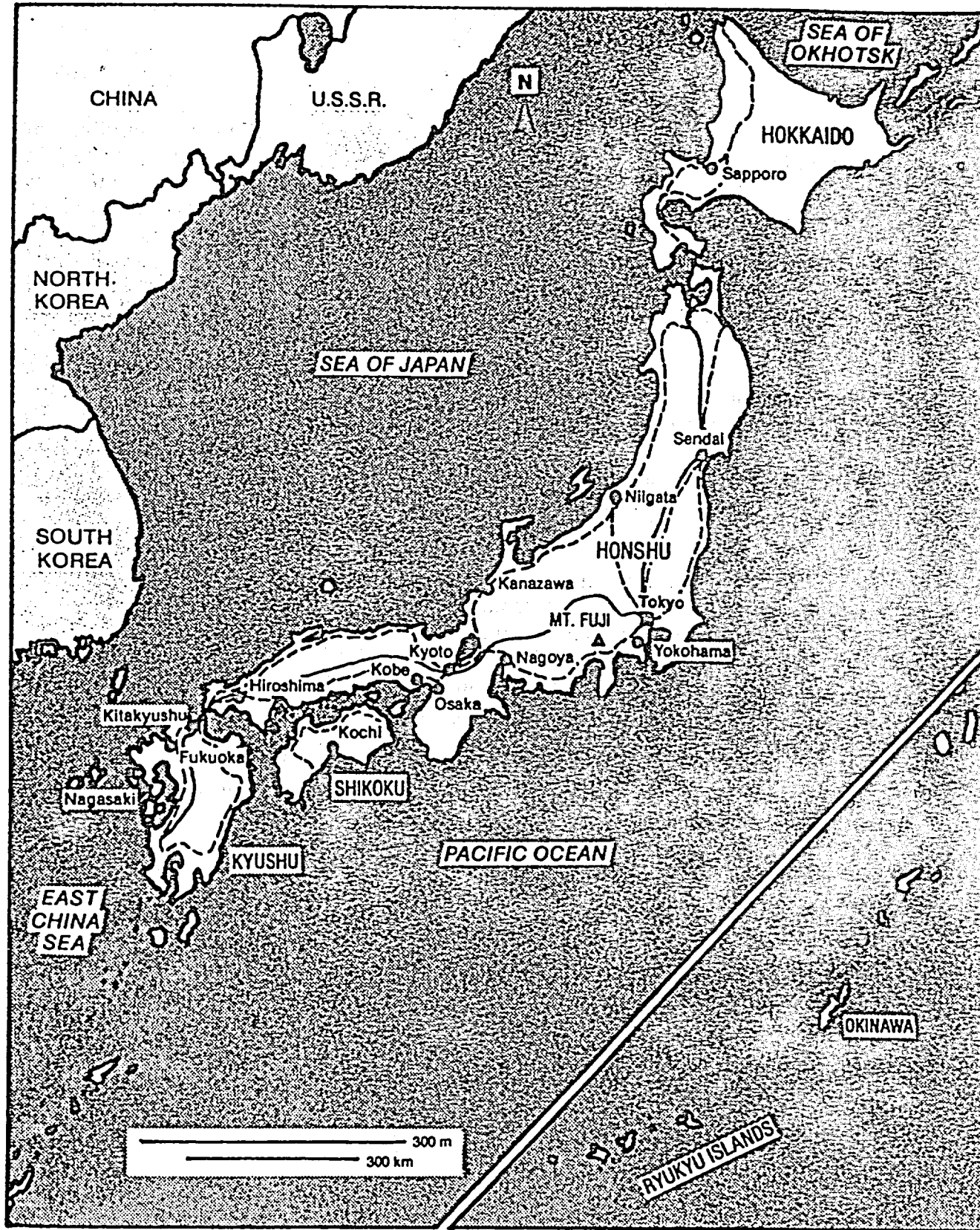
MUSSONS JAMAICA LIMITED

178 Spanish Town Road
Kingston 11, Jamaica
Contact: Mr. Desmond Blades
Tel:(809) 923-8922
Telex: 2203 PROGRESS JA
Products: seafood

T. GEDDES GRANT (DIST.) LIMITED

109 Marcus Garvey Drive
Kingston 11, Jamaica
Contact: Mr. Richard Smith
Tel:(809) 923-7117
Telex: 2131
Fax:(809) 923-7137
Products: seafood

JAPAN



Vancouver -11hr Ottawa -14hr Halifax -15hr

EBINO DAIMARU COMPANY LIMITED

21-7, 6-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 541-7281
Telex: 252-3826 EBIDAI
Fax:(03) 541-7475
Products: shrimp, allied products

FISH WORLD INC.

1-chome Kiba, Kushiro-cho,
Kushiro-gun,
Hokkaido, Japan
Tel: 0154-37-2955
Fax: 0154-37-0325
Products: all seafoods, salmon

HANWA COMPANY LIMITED TOKYO

13-10, 1-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 545-0851/2
Telex: 2522358/42 HANWA J
Fax:(03) 545-1079/83
Products: shrimp, lobster, salmon, herring, capelin,
Black cod, roe, redfish, cuttlefish

HAPPY WORLD INC.

Marue Building,
19-10, 1-chome Jinnan, Shibuya-ku,
Tokyo 150, Japan
Tel:(03) 464-2638
Telex: 2424093 HAPPIN J
Products: salmon, shrimp, mackerel, etc.

HOHSUI CORPORATION

9-13, 7-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 542-2576
Telex: 252-2987
Fax:(03) 542-6808
Products: all seafoods

HOKKAIDO FISHERIES COMPANY LIMITED

3-9, 1-chome Higashishinbashi,
Minato-ku,
Tokyo 105, Japan
Tel:(03) 573-1121/27
Telex: 2522541 HGK TJ
Fax:(03) 574-0721
Products: all seafoods

HOKKAI SEAFOODS COMPANY LIMITED

13-5, 7-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 546-1261
Telex: 02522571 Seafod J
Fax:(03) 546-1260
Products: herring, salmon, roe

HOKKO SHOJI COMPANY LIMITED

1-2, Tsukiji 6-chome, Chuo-ku,
Tokyo, Japan
Tel:(03) 541-3745
Fax:(03) 541-3905
Products: salmon

HOKO FISHING COMPANY LIMITED

2-4, 1-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 542-5641/44
Telex: 2522933
Fax:(03) 545-2167
Products: all seafoods

ICICLE SEAFOODS (JAPAN) LIMITED

Sandai Buiding,
1-1, 1-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 545-4751
Fax:(03) 545-4767
Products: salmon, herring, Black cod, halibut, roe,
crab, imitation crab meat

ITOMAN & COMPANY LIMITED

Sumitomoseimei Aoyama Building,
1-30, 3-chome Minamiaoyama, Minato-ku,
Tokyo 107, Japan
Tel:(03) 478-9131/30
Telex: J22810
Fax:(03) 479-4367
Products: shrimp, lobster, salmon, sea urchin,
shellfish, squid, cuttlefish

ITOMAN PRODUCE COMPANY LIMITED

5F Sumitomoseimei Aoyama Building,
1-30, 3-chome Minamiaoyama, Minato-ku,
Tokyo 107, Japan
Tel:(03) 478-9247
Telex: J22568
Products: tuna, salmon, shrimp, crab etc.

ITO-YOKADO COMPANY LIMITED

1-4, 4-chome Shibakouen, Minato-ku,
Tokyo 105, Japan
Tel:(03) 459-3304
Telex: J23841
Fax:(03) 438-0375
Products: whole seafood

IWAYAMA SHOTEN COMPANY LIMITED

1-chome Kiba,
Kushirocho, Kushirogun,
Hokkaido 088-06, Japan
Tel:(0154) 37-2955/8677
Fax:(0154) 37-0325
Products: crab, salmon, halibut, flatfish, cod

KABUSHIKI KAISHA SEALASKA JAPAN

4F Ikeda Building,
4-5, 4-chome Tsukiji,
Chuo-ku,
Tokyo 104, Japan
Tel:(03) 542-9301
Telex: J24234
Fax:(03) 542-9385
Products: roe, salmon, Black cod, snapper, shrimp,
crab, halibut, jelly fish, squid

KANEKYO-SANYU REIZO COMPANY LIMITED

Kachidoki Shuhan Building,
10-10, 7-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 543-5318
Telex: J2523969 KANEKY J
Fax:(03) 545-6071
Products: all seafoods

KANEMATSU-GOSHO LIMITED

14-1, 2-chome Kyoobashi, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 562-8534
Telex: J22333/4
Fax:(03) 562-7071
Products: eel, shrimp, lobster, octopus, cuttlefish,
squid, salmon, crab, snapper

KASHO COMAPNY LIMITED TOKYO

14-9, 2-chome Nihonbashi,
Chuo-ku,
Tokyo 103, Japan
Tel:(03) 276-7631/4
Telex: 222-2393/3886
Fax:(03) 278-8280/8684
Products: shrimp, cuttlefish, kisu, salmon, crab,
lobster, squid, abalone, clam, loco, roe

KATO MARINE TRADING COMPANY LIMITED

Kikyobizen Building, 402
19-6, 1-chome Nishishinbashi,
Minato-ku,
Tokyo 105, Japan
Tel:(03) 581-2927
Fax:(03) 581-2995
Products: salmon, herring, redfish, etc.

KAWASHO CORPORATION

World Trade Center Building,
Hamamatsucho 2-chome,
Minato-ku,
Tokyo 105, Japan
Tel:(03) 435-4064/6
Telex: J24277/22511/24340
Fax:(03) 438-2974
Products: salmon, roe, shrimp, redfish, flatfish

KINSHO-MATAICHI CORPORATION

2 Shuwa Shinkawa Building,
24-1, 1-chome Shinkawa, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 297-7270
Telex: J22356
Fax:(03) 297-7398
Products: cod, sole, shrimp, mackerel, cuttlefish

KOBE YOKO LIMITED

9F K.I.M.M. Building,
2-8, 4-chome Shinkawa,
Chuo-ku,
Kobe 651, Japan
Tel:(078) 232-3821/5
Telex: J78838 KOBEOYOKO
Fax:(078) 232-3723
Products: shrimp, lobster, cuttlefish, abalone, clam,
sole, snapper, escargot, jelly fish

KOKI GYORUI COMPANY LIMITED

Daiki Building,
7-5, 7-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 543-1091/3
Telex: 2522011 KOKIGY J
Fax:(03) 543-1026
Products: salmon, roe, herring, Black cod, ocean
perch, squid, butter fish

KYOEI SHOKAI COMPANY LIMITED

1-8, Tsukiji 6-chome, Chuo-ku,
Tokyo, Japan
Tel:(03) 541-0120
Fax:(03) 541-0645
Products: salmon

KYOKUYO COMPANY LIMITED

1-1, 2-chome Marunouchi,
Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 211-0151/2/3/4
Telex: 222-2493 KYOKUA
Fax:(03) 214-7048
Products: shrimp, lobster, Black cod, salmon, roe,
redfish, squid, capelin, butter fish, herring, crab

MARUBENI CORPORATION TOKYO

4F Ohtemachi Building,
6-1, 1-chome Ohtemachi,
Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 282-4752
Telex: 2224441
Fax:(03) 282-9654
Products: all seafoods

MARUBENI REIZO COMPANY LIMITED

8FMS Shibaura Building,
13-23, 4-chome Shibaura, Minato-ku,
Tokyo 108, Japan
Tel:(03) 769-0034/5/6/7/8
Telex: 242-4602
Fax:(03) 769-0043
Products: all seafoods

MATSUOKA COMPANY LIMITED

10-12, 1-chome Higashiyamatomachi,
Shimonoseki City,
Yamaguchi Pref. 750, Japan
Tel:(0832) 67-5566
Telex: 6823-66 MATSU J
Fax:(0832) 67-5286
Products: squid, eel, salmon, herring, cod, roe,
redfish, octopus, shrimp, squid, cuttlefish, tuna

MEIWA TRADING COMPANY LIMITED

3-1, 3-chome Marunouchi, Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 240-9388/91
Telex: J22336/26746/25317
Fax:(0832) 67-5286
Products: all seafoods

MINORU INTERNATIONAL LIMITED

Tsukiji Bizen Maebashi Building
14-5, Tsukiji 3-chome, Chuo-ku,
Tokyo, Japan
Tel:(03) 545-0963
Fax:(03) 543-0838
Products: salmon

MITSUBISHI CORPORATION

3-1, 3-chome Marunouchi, Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 210-6670/6801/6414/6666/6695
Telex: J22222/5, 222-2071/6333
Fax:(03) 210-6726/213-3529
Products: all seafoods

mitsui & COMPANY LIMITED

2-1, 1-chome Ohtemachi, Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 285-6020/5938/5907/6003/5972
Telex: J22253
Fax:(03) 285-9802
Products: all seafoods

NAKAMURA SUISAN COMPANY LIMITED

3-15, 3-chome Kaigan, Minato-ku,
Tokyo 108, Japan
Tel:(03) 452-3756
Telex: 2422503 NAKAUO J
Fax:(03) 452-7269
Products: salmon, roe, herring, squid, cod, capelin

NEW TOYO SEA FOODS COMPANY LIMITED

Ishikawa Building,
20-1, 2-chome Misakicho, Chiyoda-ku,
Tokyo 101, Japan
Tel:(03) 262-4408/264-4373
Telex: J25220 NEWFOOD
Fax:(03) 263-6947
Products: fisheries products

NICHIMEN CORPORATION

13-1, 1-chome Kyoobashi, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 566-2291/5
Telex: J22329 NICHII
Fax:(03) 566-2759
Products: shrimp, herring, salmon, crab, lobster,
cuttlefish, squid, abalone, loco, lady fish, etc.

NICHIREI CORPORATION

3-23, 3-chome Misakicho, Chiyoda-ku,
Tokyo 101, Japan
Tel:(03) 237-2231/22
Telex: J22450, J25340
Fax:(03) 237-2277
Products: fish and shellfish, crustaceans

NICHIRO GYOGYO KAISHA LIMITED

21-1, 1-chome Yurakuchō, Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 240-6371/55/68/50/63/60/74
Telex: 222-3661 NICHIR J
Fax:(03) 287-2326/8
Products: all seafood products

NIHON HOGEI COMPANY LIMITED

1-1, 2-chome Uchisaiwai-cho, Chiyoda-ku,
Tokyo 101, Japan
Tel:(03) 506-5376
Telex: 2222869 NIHOCO J
Fax:(03) 506-5386
Products: all seafood products

NIPPON SUISAN KAISHA LIMITED

6-2, 2-chome Ohtemachi, Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 244-7212/16/30/29/40/33/43/5
Telex: NISSUI J32221
Fax:(03) 244-7269/7428
Products: all seafoods

NISSHO IWAI CORPORATION

Nisso-Iwai Building,
4-5, 2-chome Akasaka, Minato-ku,
Tokyo 107, Japan
Tel:(03) 588-3527/68/74/79/25/69/47
Telex: J22233
Fax:(03) 588-3777/4812
Products: all seafood products

NOMURA TRADING COMPANY LIMITED

Shin-Yaesuguchi Building,
2-1, 2-chome Yaesu, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 277-4765/66/77/71/72
Telex: J63367 NOMURA A
Fax:(03) 272-3778
Products: fish, shellfish, crustaceans

NOSUI COMPANY LIMITED

2-1, 3-chome Tamagawa, Fukushimaku,
Osaka 553, Japan
Tel:(06) 443-8653
Telex: 252-4326
Fax:(06) 443-5896, 444-0009
Products: shrimp, salmon, roe, cuttlefish, mackerel

NOZAKI & COMPANY LIMITED

16-19, 7-chome Ginza, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 542-9220/21
Telex: J22375
Fax:(03) 545-2006
Products: fish and shellfish

OKAYA & COMPANY LIMITED

2F Shinmaru Building,
1-5, 1-chome Marunouchi, Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 214-8732
Telex: J22245
Fax:(03) 214-8792
Products: shrimp, lobster, salmon, roe, crab

OKURA & COMPANY LIMITED

5F Ohkurabekkan Building,
4-1, 3-chome Ginza, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 566-6580/85
Telex: J22306
Fax:(03) 562-2779
Products: fish and shellfish

OSAKA UOICHIBA COMPANY LIMITED

1-86, 1-chome Noda, Fukushima-ku,
Osaka City 533, Japan
Tel:(06) 466-2271
Telex: 524-2811/13
Fax:(06) 461-2283/4084
Products: shrimp, pollock, roe, herring, salmon, eel

SANYO TRADING COMPANY LIMITED

11, 2-chome Kanda-nishikicho, Chiyoda-ku,
Tokyo 101, Japan
Tel:(03) 233-5881/3
Telex: J28470 PHOENIX
Fax:(03) 233-5917
Products: shrimp, cuttlefish, clam, mackerel

SCHOONER TRADING CORPORATION

Tomizen Building,
11-4, 2-chome Ginza,
Chuo-ku,
Tokyo 104, Japan
Tel:(03) 545-6301
Telex: 252-4124 SCHTRD J
Fax:(03) 545-8670
Products: squid, herring, roe, capelin, crab, etc.

SHIBAMOTO & COMPANY LIMITED

1-12, 1-chome Minato,
Chuo-ku,
Tokyo 104, Japan
Tel:(03) 552-4231/7
Telex: J23621 SHIBAMOTO
Fax:(03) 552-4877
Products: all seafoods

SHIN NIHON GLOBAL INC.

3F SK Building,
13-19, 1-chome Shintomi, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 555-3600
Telex: J27607
Fax:(03) 555-3601
Products: salmon, crab, shrimp, Black cod, redfish,
halibut, herring, mackerel, roe

SHIN NISHOKU COMPANY LIMITED

S.N. Building,
3-19, 3-chome Kachidoki,
Chuo-ku,
Tokyo 104, Japan
Tel:(03) 533-7911
Telex: 2524730 SINSOK J
Fax:(03) 533-2044
Products: salmon, Black cod, prawn, snow crab

SHINYEI KAISHA

77-1, Kyomachi,
Chuo-ku,
Kobe 651-01, Japan
Tel:(078) 392-6861/65/69
Telex: SHINYEI J78830
Fax:(078) 332-3127
Products: fish, shellfish, crustaceans

SUMITOMO CORPORATION

4F Toyokawa Building,
14-6, 5-chome Ginza, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 543-4910/87/4551
Telex: 222-2251 SUMIT J
Fax:(03) 545-3458
Products: fish, shellfish, crustaceans

TAITO SEIKO COMPANY LIMITED

Imaasa Building,
1-21, 1-chome Higashi-shinbashi, Minato-ku,
Tokyo 105, Japan
Tel:(03) 572-3235
Telex: J25306
Fax:(03) 571-7881
Products: tuna, squid, surimi, herring, capelin, roe

TAIYO FISHERY COMPANY LIMITED

1-2, 1-chome Ohtemachi,
Chiyoda-ku,
Tokyo 100, Japan
Tel:(03) 216-0811
Telex: J22278 OCEANFIS
Fax:(03) 287-0660
Products: all seafoods

TAKAEI TRADING COMPANY LIMITED

22-4, 6-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 542-4791
Telex: 2523736 TAKAEI J
Fax:(03) 542-4794
Products: tuna, marlin, shark, scallop

TAKEICHI & COMPANY LIMITED

2F Fujimoto Building,
12-6, 3-chome Nihonbashi Kayaaba-cho,
Chuo-ku,
Tokyo 103, Japan
Tel:(03) 669-9161
Telex: J23348 TAKESUN
Fax:(03) 669-3540
Products: butterfish, squid, herring, roe, mackerel,
redfish, lobster, crab, shrimp, etc.

THE MARINE FOODS CORPORATION

13-1, 3-chome Shibaura,
Minato-ku,
Tokyo 108, Japan
Tel:(03) 452-7121
Fax:(03) 452-8912
Products: roe, cuttlefish, jelly fish, abalone, scallop,
squid, sea urchin, octopus, surimi, clam, shrimp,
cod, pollock, loco, salmon

TOEI REEFER LINE LIMITED

5F, Kokusai Hamamatsucho Building,
9-18, 1-chome Kaigan,
Minatu-ku,
Tokyo 105, Japan
Tel:(03) 438-3203
Telex: 27529 FISHERY
Fax:(03) 437-6176
Products: tuna, squid

TOKUSUI COMPANY LIMITED TOKYO

4F Tokyo Suisan Kaikan Building,
5-9, Toyomicho, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 533-5131
Telex: 2522697
Fax:(03) 533-5173
Products: shrimp, tuna, Black cod, redfish, butter
fish, sole, swimming crab, etc.

TOKYO COMMERCIAL COMPANY LIMITED

Playguide Building,
6-4, 2-chome Ginza,
Chuo-ku,
Tokyo 104, Japan
Tel:(03) 534-1301/8
Telex: 0252-2432
Fax:(03) 531-6045
Products: fish, shellfish, crustaceans

TOKYO MARUICHI SHOJI COMPANY LIMITED

16-9, 2-chome Uchikanda,
Chiyoda-ku,
Tokyo 101, Japan
Tel:(03) 256-1121
Telex: TOKMARU J22427
Fax:(03) 254-0467
Products: fish, shellfish, roe, crustaceans

TOKYO SEAFOODS LIMITED

14-4, 1-chome Kyobashi,
Chuo-ku,
Tokyo 104, Japan
Tel:(03) 561-4571
Telex: 2522527
Fax:(03) 561-4575
Products: tuna, octopus, cuttlefish, squid, herring,
salmon, crab, roe, Black cod, redfish, etc.

TOSHOKU LIMITED

2-4, Nihonbashi Muromachi, Chuo-ku,
Tokyo 103, Japan
Tel:(03) 245-2178/85
Telex: J22352
Fax:(03) 245-2215
Products: tuna, nori, wakame

TOSHOKU SEAFOODS LIMITED

Sumitomo Tsukiji Building,
4-14, 5-chome Tsukiji, Chuo-ku,
Tokyo 104, Japan
Tel:(03) 541-1171/2/3/5/6
Telex: J22352
Fax:(03) 545-2203
Products: salmon, roe, herring, tuna, octopus,
cuttlefish, squid, Black cod, red snapper, crab, tuna

TOWA FOODS COMPANY LIMITED

2-1, North 3 East 3-Jo,
Nishishoro,
Shiranuka-cho, Shiranuka-gun,
Hokkaido 088-05, Japan
Tel:(015) 475-2014
Fax:(015) 475-2329
Products: salmon roe, ikura

TOYOTA TSUSHO KAISHA LIMITED

3-18, 2-chome Kudanminami,
Chuo-ku,
Tokyo 102, Japan
Tel:(03) 230-8390/8081/3/7
Telex: J22827
Fax:(03) 230-8055/42
Products: squid, tuna, shrimp, lobster, salmon,
capelin, wakame, Black cod, loco, mackerel

TOYO MENKA KAISHA LIMITED

Kokusai Shin-akasaka Building,
1-20, 6-chome Akasaka,
Minato-ku,
Tokyo 107, Japan
Tel:(03) 588-6911/17/27
Telex: J22421/548/332
Fax:(03) 588-6627/8
Products: fish, shellfish, crustaceans, roe

TOYO SUISAN KAISHA LIMITED

13-40, 2-chome Kohnan,
Minato-ku,
Tokyo 108, Japan
Tel:(03) 458-5161
Telex: J28606
Fax:(03) 474-8900
Products: roe, crab, shrimp, eel, salmon, wakame

WAKO MARINE INC.

5-13, 3-chome Tsukiji,
Chuo-ku,
Tokyo 104, Japan
Tel:(03) 543-0501
Telex: 2522713 WAKOMA J
Fax:(03) 543-0867
Products: tuna, shrimp, crab, salmon, scallop,
shark, swordfish, Black cod, halibut, cuttlefish

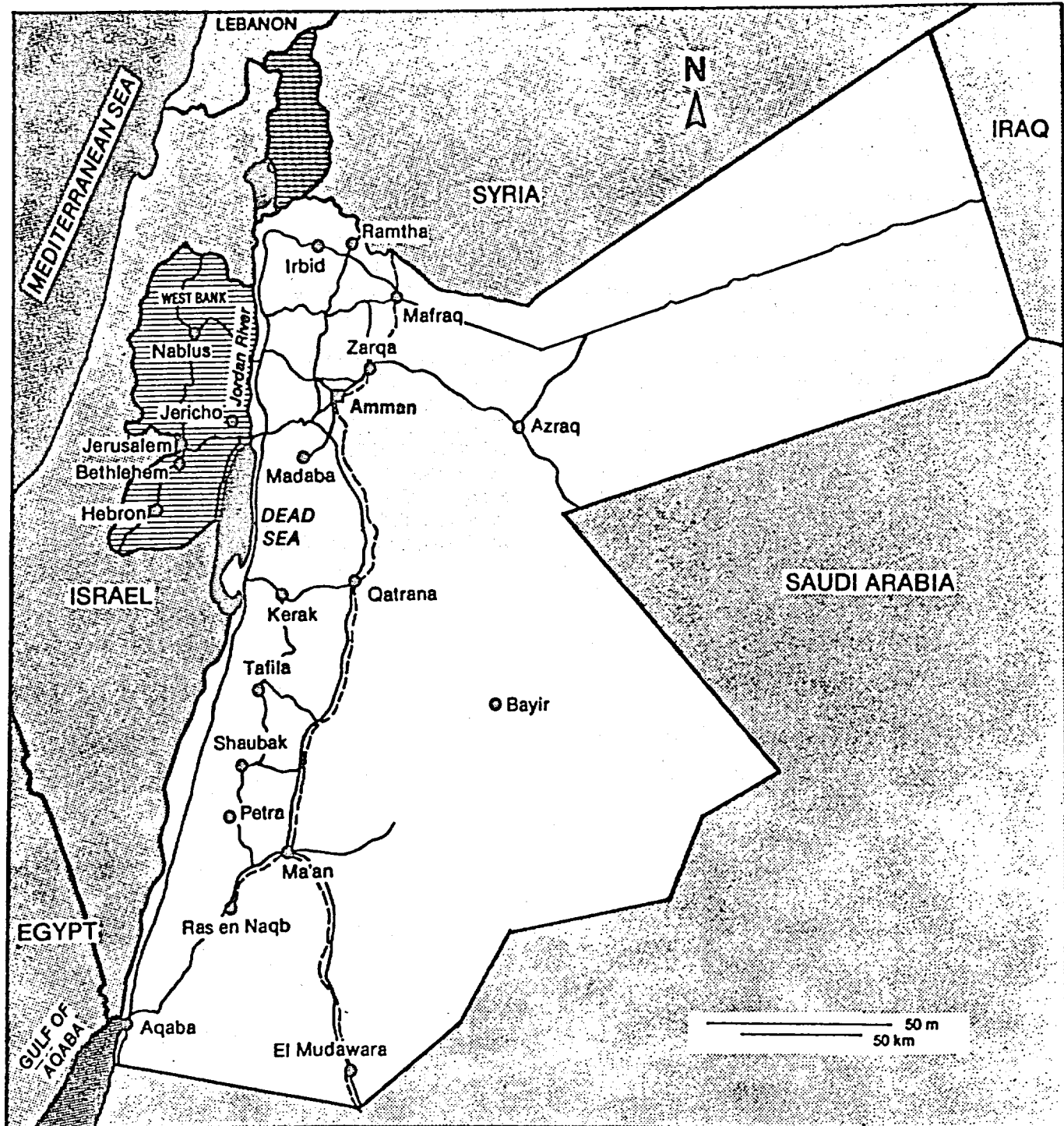
YUASA-FUNASHOKU COMPANY LIMITED

18-4, 4-chome Miyamoto,
Funabashi City,
Chiba Pref. 273, Japan
Tel:(047) 432-8351
Telex: 2983394
Fax:(047) 431-9757
Products: shrimp, lobster, salmon, roe, herring,
Black cod, Snow crab (Opilio), etc.

FOR FURTHER INFORMATION:

Canadian Embassy
7-3-38 Akasaka, Minato-ku,
Tokyo 107, Japan
Tel:(011-81-3) 408-2101
Telex: 22218
Fax:(011-81-3) 479-5320/470-7280
Mr. Gordon Parsons
Counsellor (Commercial)
Mr. Masao Nakai
Commercial Officer

JORDAN



 Israeli occupied territory

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JORDAN, LEBANON, SYRIA

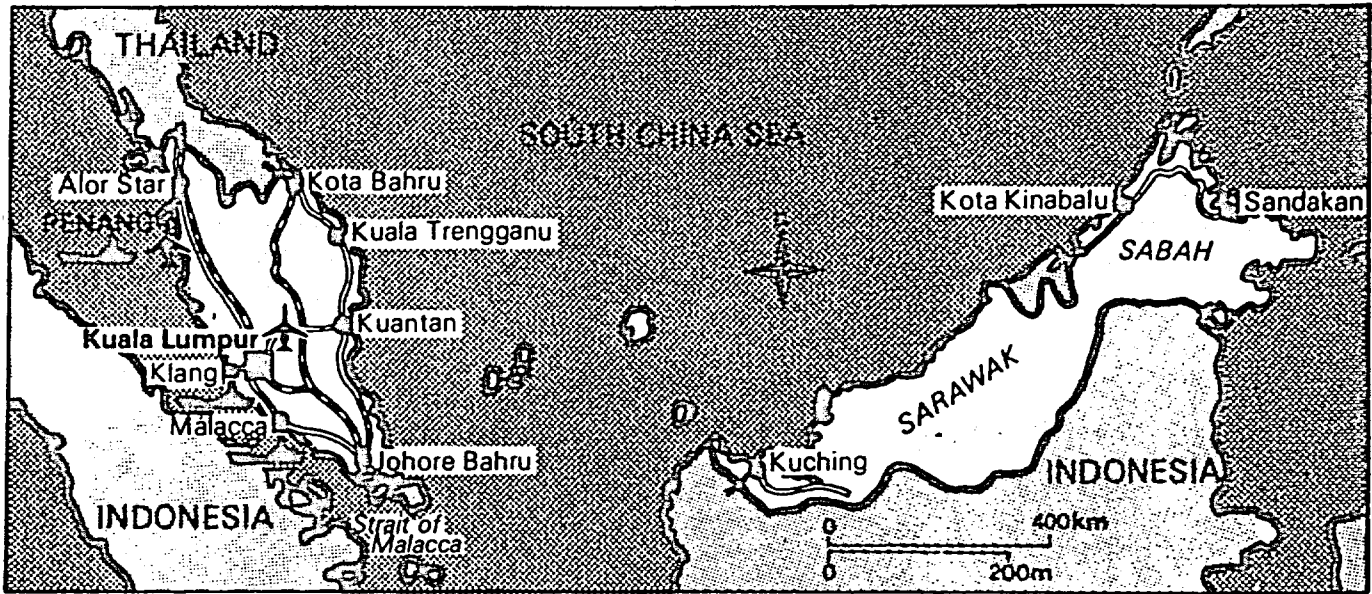
Jordan, has limited fish resources. It has an equally limited market for frozen fish. Requirements are normally covered by fresh or whole frozen imports from the Gulf states, in addition to smaller quantities from the Far East. The price of fish from the Gulf states is very competitive. There is little demand for unfamiliar species such as ocean perch. It is estimated that Canadian fish marketing opportunities in Jordan are not large enough to encourage active export efforts.

With regard to Syria and Lebanon, the situation is somewhat different, but with the same results. In those countries the domestic consumption is met by the inshore fisheries. When this is combined with the current unrest in Lebanon and the economic situation in Syria, almost no opportunities exist in either country.

FOR FURTHER INFORMATION:

Canadian Embassy
Pearl of Shmeisani Building,
P.O.Box 815403, Shmeisani,
Amman, Hashemite Kingdom of Jordan
Tel:(011-962-6) 666-124/5/6
Telex: 23080
Fax:(011-962-6) 689-227
Mr. S. Museitif
Senior Commercial Officer

MALAYSIA



Vancouver -9.5hr Ottawa -12.5hr Halifax -13.5hr

MALAYSIA

Imports of fish and seafood products into Malaysia amounted to \$126.4 million Cdn in 1988, while Malaysian exports were in excess of \$200 million. The major output of local producers is frozen and canned seafood. The largest import categories are in fresh or chilled fish (\$70.5 million Cdn in 1988), canned sardines (\$19.9 million), prawns (\$11.2 million), canned tuna (\$10.9 million) and canned crab (\$5 million).

Thailand is the major exporter of fish and shellfish products to Malaysia, supplying over 75 percent of imported marine fish, 50 percent of imported tuna, nearly 90 percent of imported crustaceans, and approximately 80 percent of prawns. Japan dominates the sardine and mackerel import market. Canada supplies over 20 percent of salmon imports, but only a small share of the marine fish market. Due to the high value of the yen, Canadian salmon is presently favoured by restaurants and hotels over Japanese salmon and is both well known and highly regarded in Malaysia. Norwegian salmon has also been imported for the restaurant market, but only in small quantities. While the market for salmon in Malaysia is rather small, Canadian suppliers should be able to make further gains. Similarly, opportunities exist for Canadian exports of canned crab and tuna and sun-dried squid, due to the rise in the Japanese yen and quality image of Canadian seafood products in the Malaysian marketplace.

MAJOR MALAYSIAN SEAFOOD IMPORTERS

ASIA MARINE PRODUCTS SDN BHD
No. 15, Lebu Raya Petai,
Pandamaran Industrial Estate
Port Kelang, Selangor Dural Ehsan
Malaysia
Contact: Mr. Tan
Tel: 03-368-9806
Fax: 03-368-3557
Products: chilled and frozen prawns, crab meat

ATLASIC (MALAYSIA) SDN BHD
Lot 7, Jalan Raja Lumu,
Kawasan M.I.E.L.,
Pandamaran Industrial Estate
42000 Port Kelang,
Selangor, Malaysia
Contact: Mr. Tan Suan Yong
Tel: 03-368-1485
Fax: 03-368-1486
Telex: AIMFRO MA39662
Products: prawns

BEN FOODS (M) SDN BHD
Lot 4 and 6, Jalan SS 13/6,
Subang Jaya Industrial Estate
47500 Petaling Jaya,
Selangor, Malaysia
Contact: Mr. Owen Ow
Tel: 03-734-5896
Fax: 03-734-5898
Telex: MA25120
Products: fish and seafood chilled/canned

BLUE PACIFIC ENTERPRISE
Lot G70, Wisma Stehhen, Jalan Raja Chulan,
50200 Kuala Lumpur, Malaysia
Products: live lobster, geoduck

BUTTERWORTH ICEWORKS SDN BHD
4402 Chain Ferry Road
12100 Butterworth,
Penang, Malaysia
Contact: Mr. Saw Hai Earn
Tel: 04-346744/549, 313164
Telex: MA47522
Fax: 04-319804
Products: frozen/chilled shrimp, crab meat, squid

COLD STORAGE (M) BERHAD
10th Floor,
Komplek Kewangan,
Jalan Raja Chulan
50200 Kuala Lumpur, Malaysia
Contact: Mr. Hiew Khoon Ming
Tel: 03-261-2177
Fax: 03-261-9802
Telex: MA30724
Products: frozen and canned products

INVIEW CORPORATION SDN BHD
3rd, 4th and 5th Floor, Wisma SPS,
32 Jalan IMBI,
55100 Kuala Lumpur, Malaysia
Contact: Mr. Tham Tuck Choy
Tel: 03-248-1511
Fax: 03-241-1036
Telex: MA33195
Products: fish, shellfish

JAYA JUSCO STORES SDN BHD
3rd Floor,
Jaya Jusco Taman Tun,
Jalan Tun Mohd Fuad 3,
Taman Tun, Dr. Ismail
60000 Kuala Lumpur, Malaysia
Contact: Mr. Lim Min Peng
Tel: 03-719-8522/8523
Fax: 03-719-8530
Products: fish, shellfish

PACIFIC QUALITY TRADING SDN BHD
32B Jalan SS3/35,
47300 Petaling Jaya,
Selanger, Malaysia
Tel: 03-774-7009
Fax: 03-774-6849
Products: live lobster, geoduck

FOR FURTHER INFORMATION:

Canadian High Commission
Plaza MBF, 7th Floor,
P.O.Box 10990,
50450 Kuala Lumpur,
Malaysia
Tel:(011-60-3) 261-2000
Telex: 30269
Fax:(011-60-3) 261-3428
Low Ming Siong
Commercial Officer

PEMASARAN MARKISSA SDN BHD
144C Jalan Tengku Badar,
42000 Port Klang,
Selanger, Malaysia
Tel: 03-367-0531
Fax: 03-367-1572
Products: seafood dried/salted, specialty/exotic
seafoods

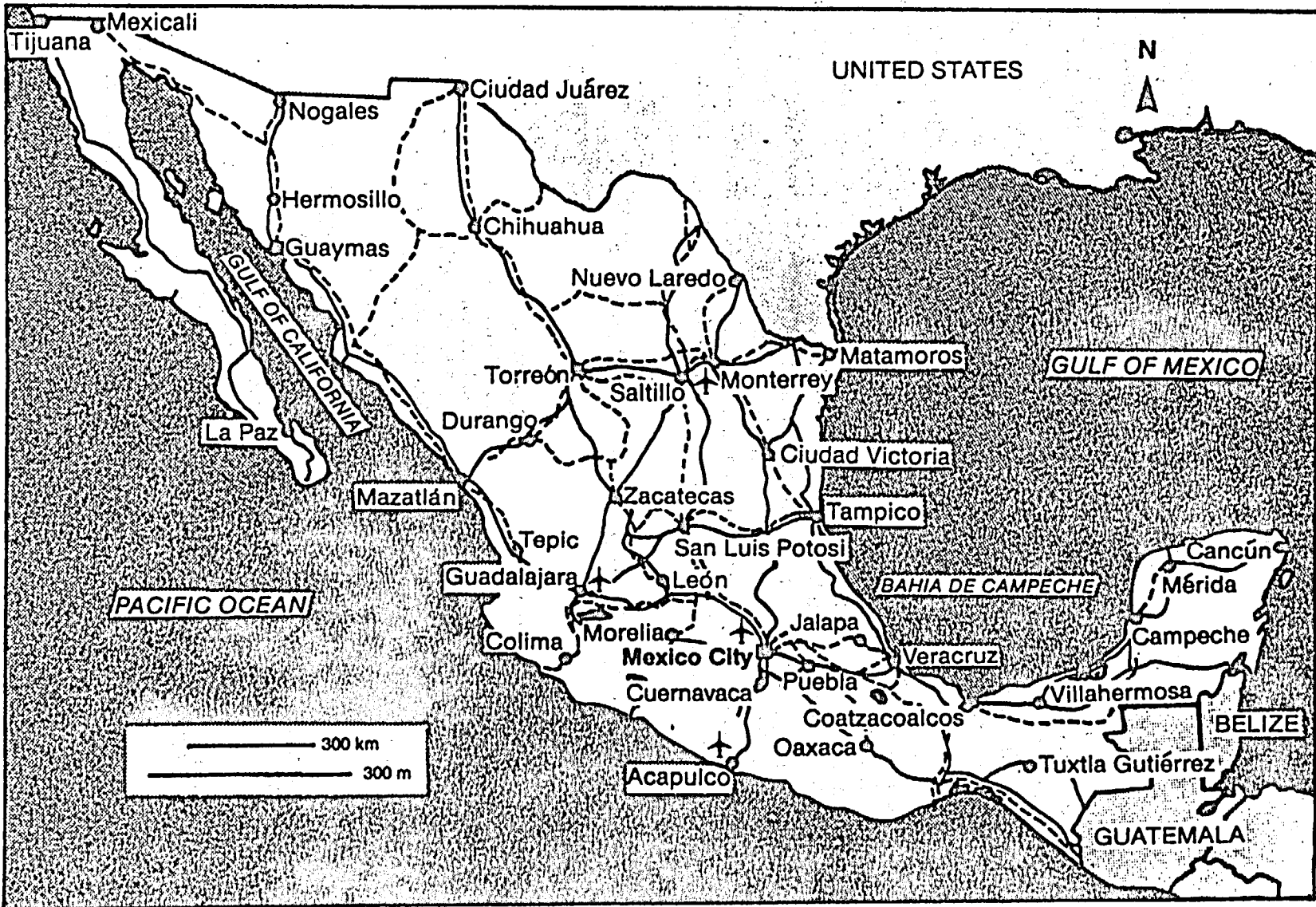
POK BROTHERS SDN BHD
12 Jalan Tukul 16/5,
40000 Shah Alam,
Selangor, Malaysia
Contact: Mr. Lawrence Pok
Tel: 03-550-5030
Fax: 03-550-5680
Telex: MA39481
Products: restaurants and hotels

TAK CHUA BROTHERS SDN BERHAD
17108 Jalan 10,
Taman Selayang Baru,
68100 Batu Caves,
Kuala Lumpur, Malaysia
Contact: Mr. Kee Tuck Hin
Tel: 03-618-0442
Products: fish, shellfish

THE MALAYAN REFRIGERATING SDN BHD
Suite 01, 15th Floor,
Plaza MBF, Jalan Ampang
50450 Kuala Lumpur, Malaysia
Contact: Mr. Edward Ford
Tel: 03-261-4286/4287
Telex: MA21370 MARCOY
Fax: 03-261-3041
Products: fish, shellfish

YAOHAN (M) SDN BHD
The Mall, LG Floor,
Jalan Tun Ismail,
50480 Kuala Lumpur, Malaysia
Contact: Mr. Satoru Suzuki
Tel: 03-293-7255
Fax: 03-293-7491
Telex: MA33780
Products: fish, shellfish

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Halifax -2hr



MEXICO

Mexico has a coastline of over ten thousand kilometers and almost 5 million hectares of inland waters under aquaculture development. Fishing activity takes place along the Pacific, Gulf and Caribbean coasts, enabling Mexico to rank eleventh among the worlds fishing nations. Between 1983 and 1987, Mexican fisheries production increased by 36 percent from 1,075,547 tonnes to 1,464,841 tonnes. During this period, the landed catch increased 38 percent from 926,626 to 1,280,882 tonnes. Apparent domestic consumption grew by 22 percent in the same timeframe, while per capita consumption rose from 12.01 kilos to 13.59 kilos.

In 1987, Mexico recorded a favourable trade balance of almost \$580 million US in the fisheries sector. Total exports reached 166,662 tonnes valued at \$568,582,000 US, against total imports of 5,322 tonnes worth \$7,030,000 US. Mexico is a seasonal market (year-end holidays and lent) for salt dried and wet hake and cod. The restaurant trade consumes smoked salmon. Traditionally, imports of cod fish have originated in Norway, however, because of proximity, quality and competitive prices Canadian product has found acceptance in the Mexican marketplace. The value of Canadian fish exports to Mexico increased from \$752,933 Cdn in 1986, to \$1,369,000 Cdn in 1988. The market is served by importers who distribute to consumer outlets.

MAJOR MEXICAN SEAFOOD IMPORTERS

AHUMADOS NORUEGOS, S.A. de C.V.
Av. Jesus del Monte, No. 262-A,
Col. Jesus del Monte
52760 Huixquilucan,
Estado de Mexico
Contact: Mr. Eliseo F. Arche Cano
Tel:(905) 812-3656
Products: seafood

ALIMENTOS MUNDIALES, S.A.
Lago Hielmar No. 78,
Col. Anahuac,
11320 Mexico, D.F.
Contact: Sr. Jose Alcantara
Tel:(525) 545-5383/545-6858/545-6758
Products: seafood

CASA CASTILLO, S.A.
Mesones No. 167,
Mexico, D.F.
Contact: Mr. Salvador Castillo
Tel:(905) 54-6173/542-6174
Products: seafood

COFIMEX, S.A.
Musset No. 222,
Col. Polanco,
11560 Mexico, D.F.
Contact: Mr. Robert Frederic
Tel:(905) 250-0859
Products: seafood

COMERCIAL LANDSON'S, S.A.
Anatole France 71-A,
Col. Polanco,
11360 Mexico, D.F.
Contact: Sr. Sabetay Argueta
Tel:(525) 255-4286/3189
Products: seafood

COMERCIALIZADORA MEXICANA TOMI, S.A.
Barranca del Muerto No. 525 Piso 3,
01600 Mexico, D.F.
Contact: Mr. Manuel de Jesus Ortiz
Tel:(905) 680-7315/4188/4021
Telex: 017-60299 ABIME/1764098 ABIME
Products: seafood

EMPACADORA MAR, S.A.
Av. Cipres Manzana No. 30,
Col. Carlos Pacheco,
Ensenada, B.C.,
Mexico, D.F.
Contact: Mr. Jose Luis Vera
Tel:(667) 62401/40444
Products: seafood

EMPRESARIOS DE RESTAURANTES, S.A.
Londres No. 91,
Col. Juarez,
06600 Mexico, D.F.
Contact: Mr. Nicolas Noyes
Tel:(905) 525-4245/528-7840
Products: seafood

M. ALIMENTOS DE MEXICO
Matamoros No. 74,
Tlalnepantla, Edo. de Mexico
Contact: Mr. Eduardo Mancebo
Tel:(905) 565-2429/379-5051/5152 (CASA)
Products: seafood

MAVIBO, S.A. de C.V.
Lic. Mario Villar Borja,
Esperanza No. 773-301,
C.P. 03020 Mexico, D.F.
Tel:(525) 687-2157/543-4223
Products: seafood

MESONEROS DE MEXICO, S.A. de C.V.
Campos Eliseos No. 232,
Col. Polanco,
11560 Mexico, D.F.
Tel:(905) 254-0076
Products: seafood

PESCADERIA LA SANITARIA
Prol. Del Rosario 571,
Col. Artes Graficas--La Viga,
11800 Mexico D.F.
Contact: Sr. Francisco Garcia
Products: seafood

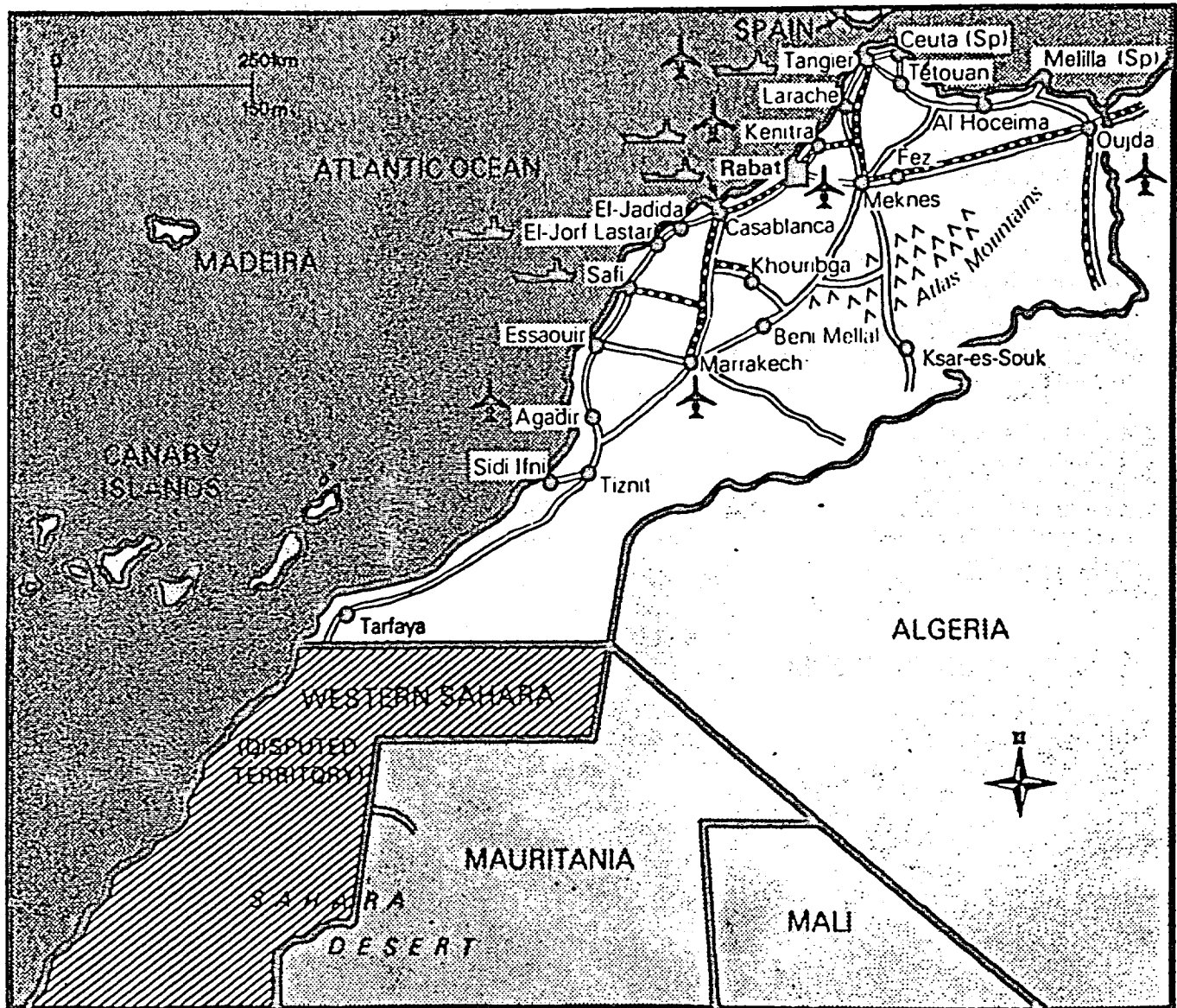
PESCADOS FINOS, S.A.
Wisconsin No. 99,
Col. Narvarte,
03020 Mexico, D.F.
Contact: Mr. Alberto Romano
Tel:(905) 598-8861
Products: seafood

PROMOTORA LYNS
Loma Grande 2705,
Col. Lomas de San Francisco,
Monterrey, N.L., Mexico
Contact: Capt. Rafael Stuarde
Tel:(83) 452-022/082
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
Calle Schiller No.529,
Colonia Rincon del Bosque,
Apartado Postal 105-05,
11580 Mexico DF, Mexico
Tel:(011-525) 254-3288
Telex: 1771191
Fax:(011-525) 545-1769
Mr H. Graham Weber
Counsellor (Commercial)

MOROCCO



Vancouver +8hr Ottawa +5hr Halifax +4hr

MOROCCO

The marine fishing sector plays a very important role in the Moroccan economy based on the fact that it employs more than 100,000 people and has a national fleet of 1,200 units and 8,000 boats. The halieutic production is approximately 800,000 metric tons and the value of exports is close to \$400 million US. Regarding the domestic consumption of fish (fresh or frozen), the quantity sold to the local market in 1989 was approximately 200,000 metric tons. According to the post, Morocco does not import any seafood and they are not aware of any Moroccan seafood importers.

FOR FURTHER INFORMATION:

Canadian Embassy
13 bis rue Jaafar As-Sadik,
C.P 709,
Rabat-Agdal, Kingdom of Morocco
Tel:(011-212-7) 772-880
Telex 31964M
Fax:(011-212-7) 772-887
Mr. Zouhair Kanouni
Commercial Officer

NETHERLANDS



Vancouver +9hr Ottawa +6hr Halifax +5hr

NETHERLANDS

Leading species caught by the Dutch fishing fleet include herring, mackerel, dover sole, plaice, miscellaneous other groundfish, shrimp and mussels. The introduction of the quota system for pelagic and groundfish species has met with considerable resistance, and there is now significant overcapacity in the fleet. Another result of the quota system is the search for suppliers of groundfish and flatfish worldwide to prevent filleting and freezing plants from shutting down. The Netherlands has traditionally been a significant fish trader. Few importers will buy exclusively for the domestic market and part of local production is exported, mainly fresh or semi-processed. Because of the steady decline in landings, imports have expanded substantially in recent years. The value of imports in 1988 exceeded \$500 million, while exports were around the \$1 billion mark. The Netherlands presents a good market for wild salmon (frozen, canned) and live lobster. Some eel is imported, but the market could absorb more. In addition, there are opportunities for suppliers in Canada of such specialty items as scallops, periwinkles and crayfish.

Seafood products are imported by a variety of different firms. They may be processors, distributors, or agents, while a number of importers import fish to serve European markets and local customers. Each product has its own specific marketing characteristics and these determine the type of local buyer.

MAJOR DUTCH SEAFOOD IMPORTERS

A. HOOGENDIJK JZN C.V.
Doggerstraat 1,
3134 KD Vlaardingen,
Netherlands
Contact: Mr. G.T. Kors
Tel:(0)10-4342711
Fax:(0)10-4342143
Telex: 27358 AHDVL NL
Products: frozen herring, fillets

B.V. ZEEVISHANDEL BETUS DEKKER
Kotterkade 14,
1976 BX IJmuiden,
Netherlands
Contact: Mr. C. Stam
Tel:(0)2550-63131
Fax:(0)2550-13996
Telex: 41235 BDEK NL
Products: frozen cod

CASTANO-CASTRO
Lange Groenendaal 107,
2801 LS Gouda,
Netherlands
Contact: Mr. O.E. Castrona-Castro
Tel:(0)1820-23913
Fax:(0)1820-29227
Telex: 29755 CCPRO NL
Products: live lobster

CATZ INTERNATIONAL B.V.
Blaak 22,
3011 TA Rotterdam,
Netherlands
Contact: Mr. P. Hopmans
Tel:(0)10-4113440
Fax:(0)10-4045406
Telex: 21164 CATZ NL
Products: canned fish

DE MEULEMEESTER N.V.
Havendijk 2,
4401 NS Yerseke, Netherlands
Contact: Mr. E.C.M. Alkemade
Tel:(0)1131-1440
Fax:(0)1131-1673
Telex: 55294
Products: live lobster

DELTA FISH B.V.
Treilerweg 80,
2583 DD The Hague (Scheveningen),
Netherlands
Contact: Mr. Jan Stroes
Tel:(0)70-502121
Fax:(0)70-506910
Telex: 32511 SIVIS NL
Products: frozen salmon, frozen crabmeat

FA. KRIJN VERWIJS
Havenkade 3,
4401 NS Yerseke, Netherlands
Contact: Mr. K. Verwijs
Tel:(0)1131-1701
Fax:(0)1131-1224
Telex: 55362 VRWIJS NL
Products: live lobster

FA. GEBR. HANSEN
Havenweg 17,
P.O. Box 100,
1600 AL Enkhuizen,
Netherlands
Contact: Mr. L. Hansen
Tel:(0)2280-12626/12295
Fax:(0)2280-13644
Telex: 57059 HANSE NL
Products: eels

FA. HAZEWINDUS
Sandeestraat 4,
4401 BM Yerseke,
Netherlands
Contact: Mr. Hazewindus
Tel:(0)1131-2522
Products: flounder, sole

FA. GOLDFISH
P.O. Box 71,
1130 AB Volendam,
Netherlands
Contact: Mr. A. Bakker
Tel:(0)2993-63984
Fax:(0)2993-67232
Telex: 13305 GFISH NL
Products: shrimp

FIERETS VISHANDEL OOSTBURG B.V.
Industrieweg 13,
4501 PM Oostburg, Netherlands
Tel:(0)1170-3551
Fax:(0)1170-4128
Telex: 55500 FIOST NL
Products: eels

GEBR. DIL B.V.
Kerklaan 40,
1921 BL Akersloot, Netherlands
Contact: Mr. H. Dil
Tel:(0)2513-12306
Fax:(0)2513-15420
Telex: 36765 DILBV NL
Products: eels, fillets

GLOE & CO. B.V.
Van Riemsdijkweg 68,
3088 HD Rotterdam, Netherlands
Tel:(0)10-4295033
Fax:(0)10-4292194
Telex: 28450 GCSVR NL
Products: caaned fish

H. KRANN B.V.
Visafslagweg 60,
2583 DM The Hague,
Netherlands
Contact: Mr. B.F. van den Deyl
Tel:(0)70-540535
Fax:(0)70-555739
Telex: 32591 KRAAN NL
Products: eels, frozen salmon

IBP
Industrie Buitoni Perugina B.V.
Gouwzeestraat 7,
1382 KD Weesp,
Netherlands
Contact: Mr. H.G.J. Schoorl
Tel:(0)2940-17582
Fax:(0)2940-18238
Telex: 16569
Products: canned fish

ISPC B.V.
Kalsoven 25,
4825 AL Breda,
Netherlands
Contact: Mr. W. Deijkers
Tel:(0)76-877250
Fax:(0)77-876571
Telex: 54990 ISPC NL
Products: live lobster

J. HOOGLAND B.V.
Protonweg 8,
1627 LD Hoorn, Netherlands
Contact: Mr. J. Hoogland
Tel:(0)2290-14874
Fax:(0)2290-15233
Telex: 37916 HOOGL NL
Products: eels, frozen salmon

JAC DEN DULK EN ZONEN B.V.
Vissershavenweg 33,
2583 DK The Hague (Scheveningen),
Netherlands
Contact: Mr. D.A. den Dulk
Tel:(0)70-549090
Fax:(0)70-512785
Telex: 32050 VISCH NL
Products: frozen herring, fillets

JAC. VOOYS & ZN.
Vissershavenweg 62,
2583 DL The Hague (Scheveningen),
Netherlands
Contact: Mr. E. van Dam
Tel:(0)70-552964
Fax:(0)70-542001 Attn. vooy
Telex: 31377 VOOYS NL
Products: frozen herring, fillets

KLAVER IMPORT B.V.
Eindhovenstraat 2,
1831 BC Alkmaar, Netherlands
Contact: Mr. G. Koopman
Tel:(0)72-146262
Fax:(0)72-114187
Telex: 57037 KLIM NL
Products: canned fish

KOK SPAARNDAM B.V.
Schellingstraat 29,
4903 RL Oosterhout,
Netherlands
Contact: Mr. J. Amelink
Tel:(0)1620-55350
Fax:(0)1620-55352
Products: eels, frozen salmon

KWAKKELSTEIN B.V.
Westhavenkade 66,
3131 AG Vlaardingeng,
Netherlands
Contact: Mr. W. Kwakkelstein
Tel:(0)10-4340366
Fax:(0)10-4359455
Telex: 21310 WKSX NL
Products: frozen herring, fillets

L. HAASNOOT JR. B.V.
Mr. C. Fockstraat 43,
2225 TM Katwijk, Netherlands
Contact: Mr. C. Haasnoot
Tel:(0)1718-16441
Fax:(0)1718-72446
Telex: 39252 LHK NL
Products: frozen herring, fillets

M.H. BOAS B.V.
Stephensonstraat 40,
2723 RN Zoetermeer, Netherlands
Contact: Mr. G.L.A. Swart
Tel:(0)79-410114
Fax:(0)79-421722
Telex: 32646 BOAS NL
Products: canned fish

MARINE FOODS
Schokkerweg 3,
2583 BH The Hague, Netherlands
Contact: Mr. P.J. van der Zwan
Tel:(0)70-512771
Fax:(0)70-544802
Telex: 33502 MARIN NL
Products: frozen salmon, frozen fish, fillets

MCM B.V.
P.O. Box 140,
3100 AC Schiedam, Netherlands
Contact: Mr. Martin Catz
Tel:(0)10-4739444
Fax:(0)10-4739849
Telex: 25410 MCM NL
Products: canned fish

MR. M. KNOL
Kerkstraat 76,
9745 CL Hoogkerk, Netherlands
Tel:(0)50-566774
Fax:(0)50-566437 Attn. Knol
Products: eels

MR. C. VAN WIJK
Graafland 57,
2694 BJ Groot-Ammers, Netherlands
Tel:(0)1843-1765
Products: eels

NORPESCA B.V.
Schipperkade 4,
8321 EH Urk, Netherlands
Contact: Mr. H.S. Sgaier
Tel:(0)5277-3550
Fax:(0)5277-3502
Telex: 42886 NORPS NL
Products: frozen cod, flounder, sole

**OUWEHAND'S REDERIJ EN
VISVERWERKING B.V.**
Rederijstraat 19,
2224 RB Katwijk,
Netherlands
Contact: Mr. D. Parlevliet
Tel:(0)1718-51111
Faz:(0)1718-51148
Telex: 39030 OHAND NL
Products: frozen herring, fillets, other seafood
products

PARLEVLIET, JR B.V.
Postbus 15,
NL-2220 AA Katwijk,
Netherlands
Tel:(1718) 13-444
Telex: 31-638
Products: frozen fish

PARLEVLIET & VAN DER PLAS B.V.
Rederijstraat 15,
NL-2224 RB Katwijk,
Netherlands
Tel:(1718) 28-381
Telex: 39-277
Products: all types of fish

R. DE JAGER B.V.
D. van der Doesstraat 30,
2678 TW De Lier,
Netherlands
Contact: Mrs. C.W. de Jager
Tel:(0)1745-15242
Products: frozen cod

SEALECT C.V.
S. Landswerf 115,
NL-3063 GD, Rotterdam,
Netherlands
Tel:(10) 411-27-33
Telex: 23-715
Fax:(10) 412-04-80
Products: seafood distributor

SIEWERTSEN B.V.
Strandweg 20,
1976 BS IJmuiden,
Netherlands
Contact: Mr. J. van Gelder
Tel:(0)2550-21650
Fax:(0)2550-33434
Telex: 41816 SIEW NL
Products: frozen crabmeat

SWARTEBERG B.V.
Postbus 557,
Sluisjesdijk 102,
NL-3000 AN Rotterdam,
Netherlands
Tel:(10) 429-34-00
Telex: 28-383
Products: seafood

TWILT KREEFTENPARK B.V.
Menninckstraat 4,
2584 BR The Hague,
Netherlands
Contact: Mr. J. Twilt
Tel:(0)70-557091
Telex: 32426 TWILT NL

UNILEVER N.V.
Postbus 760,
Burg's Jacobplein 1,
NL-3000 DK Rotterdam,
Netherlands
Tel:(10) 464-59-11
Telex: 21-415
Products: seafood

VISHANDEL KORVING-DULK B.V.
Vissershavenweg 55,
2583 DL The Hague (Scheveningen),
Netherlands
Contact: Mr. J. van der Harst
Tel:(0)70-547515
Fax:(0)70-506144
Telex: 31461 KODY NL
Products: frozen crabmeat

W. VAN DER ZWAN & ZONEN N.V.
Hellingweg 5,
2583 DZ The Hague (Scheveningen),
Netherlands
Contact: Mr. A. van der Zwan
Tel:(0)70-545466
Faz:(0)70-506069
Telex: 31775 WZWAN NL
Products: frozen herring, fillets

W.G. DEN HEIJER EN ZN. B.V.
Vissershavenweg 48-49,
2583 DK The Hague (Scheveningen),
Netherlands
Contact: Mr. den Heijer
Tel:(0)70-557000
Fax:(0)70-512730
Telex: 33049 HEYCO NL
Products: frozen crabmeat

W.J. ZEGEL B.V.

Langheckweg 20,
6468 EL Kerkrade-West,
Netherlands

Contact: Mr. J. Ploum

Tel:(0)45-460140

Fax:(0)45-462755

Telex: 56821 ZEGEL NL

Products: frozen salmon, live lobster

WARMELO & VAN DER DRIFT B.V.

Westhavenkade 55,
3131 AG Vlaardingen,
Netherlands

Contact: Mr. J.L.J.M. van der Drift

Tel:(0)10-4340022

Fax:(0)10-4340693

Telex: 25741 WARMO NL

Products: frozen herring, fillets

WINTER & KONIJN B.V.

Jan Rebelstraat 6,
1069 CB Amsterdam,
Netherlands

Contact: Mr. G. van Dijk

Tel:(0)20-100234

Fax:(0)20-100239

Telex: 11287 WIKO NL

Products: frozen salmon, canned fish

WYLAX INTERNATIONAL B.V.

Burg. van der Lelystraat 4,
4285 BL Woudrichem,
Netherlands

Contact: Mr. W. Wijnbelt

Tel:(0)1833-1333

Fax:(0)1833-4357

Telex: 23583 WYLAX NL

Products: eels, frozen salmon

ZEEVISHANDEL MERCUUR B.V.

P.O. Box 327,
1970 AH IJmuiden,
Netherlands

Contact: Mr. J.W. Scholder

Tel:(0)2550-35174

Fax:(0)2550-31071

Telex: 41141 MRVIS NL

Products: miscellaneous frozen fish

ZEITZ INTERNATIONAL B.V.

Havendijk 3,
4731 TA Oudenbosch,
Netherlands

Contact: Mr. C. van Steenis

Tel:(0)1652-13927

Fax:(0)1652-13715

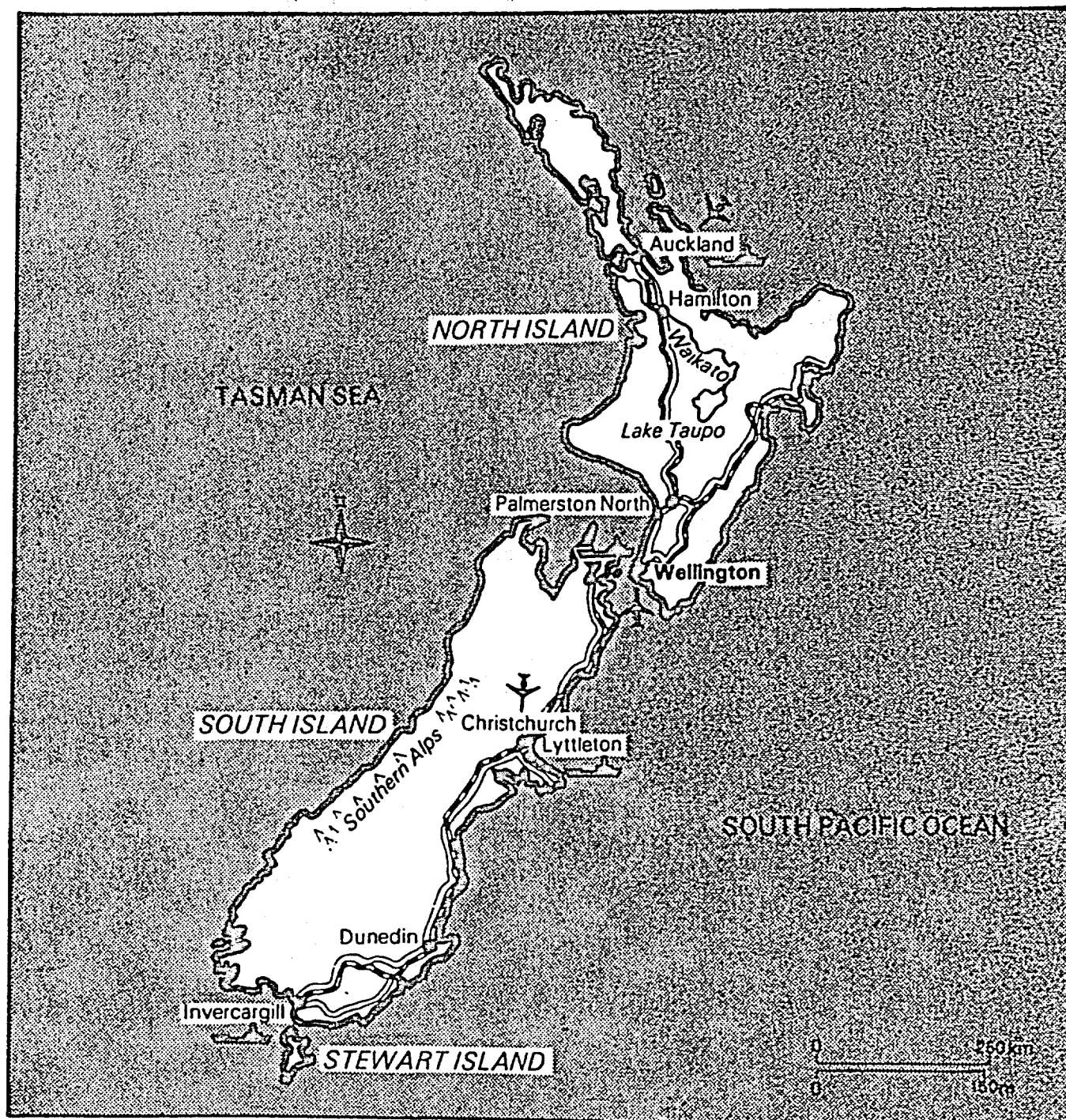
Telex: 78112 ZEINT NL

Products: canned fish

FOR FURTHER INFORMATION:

Canadian Embassy
Commercial Division,
Sophialaan 7, P.O.Box 30820,
2500 GV The Hague,
Kingdom of the Netherlands
Tel:(011-31-70) 361-4111
Telex: 31270
Fax:(011-31-70) 356-1111
Mr. J. Pearce
Counsellor (Commercial)

NEW ZEALAND



Vancouver -14hr Ottawa -17hr Halifax -18hr

NEW ZEALAND

New Zealand is a westernised, sophisticated nation with a high per capita income and a small population of 3.4 million inhabitants. New Zealand is situated in the Southwest Pacific ocean and has a 200 mile Exclusive Economic Zone (EEZ) with an area of about 1.2 million square nautical miles. This is one of the largest such zones in the world and has some 1000 species of marine fish, of which about 100 are commercially significant. Notwithstanding this large resource, and the fact that New Zealand exports some \$800 million worth of fish and fish products per annum, there is also a small but developing market for imported seafood products. Imports for the year ending June 1989 show imports of seafood products of approximately \$50 million.

Major imports of fish and fish products into New Zealand are: processed and unprocessed shrimp and prawns; canned and bottled fish, especially salmon and sardines; and prepackaged frozen meals and dinners. Fish and fish products are distributed to the hospitality and grocery trade through distributors who operate on a nationwide basis. New Zealand has no quantitative trade barriers in operation against fish products and its tariff regime is best described as slight. In fact, in many areas Canadian products are favoured with a preferential tariff. The major market impediment is caused by New Zealand's Ministry of Agriculture and Fisheries regulations which prohibit the importation of fresh chilled, frozen and cold smoked salmon. Negotiations have been underway with New Zealand government officials for some length of time in an attempt to amend the situation.

MAJOR NEW ZEALAND SEAFOOD IMPORTERS

AMALGAMATED DAIRIES LIMITED

P.O. Box 36,
Auckland, New Zealand
Contact: Jim Fleming
Fax: (09) 390-762
Products: bottled and canned retail packed fish products

COUNTDOWN FOODMARKETS LIMITED

P.O. Box 4148,
Christchurch, New Zealand
Fax: (03) 662-737
Products: supermarket operators, various fish and fish products

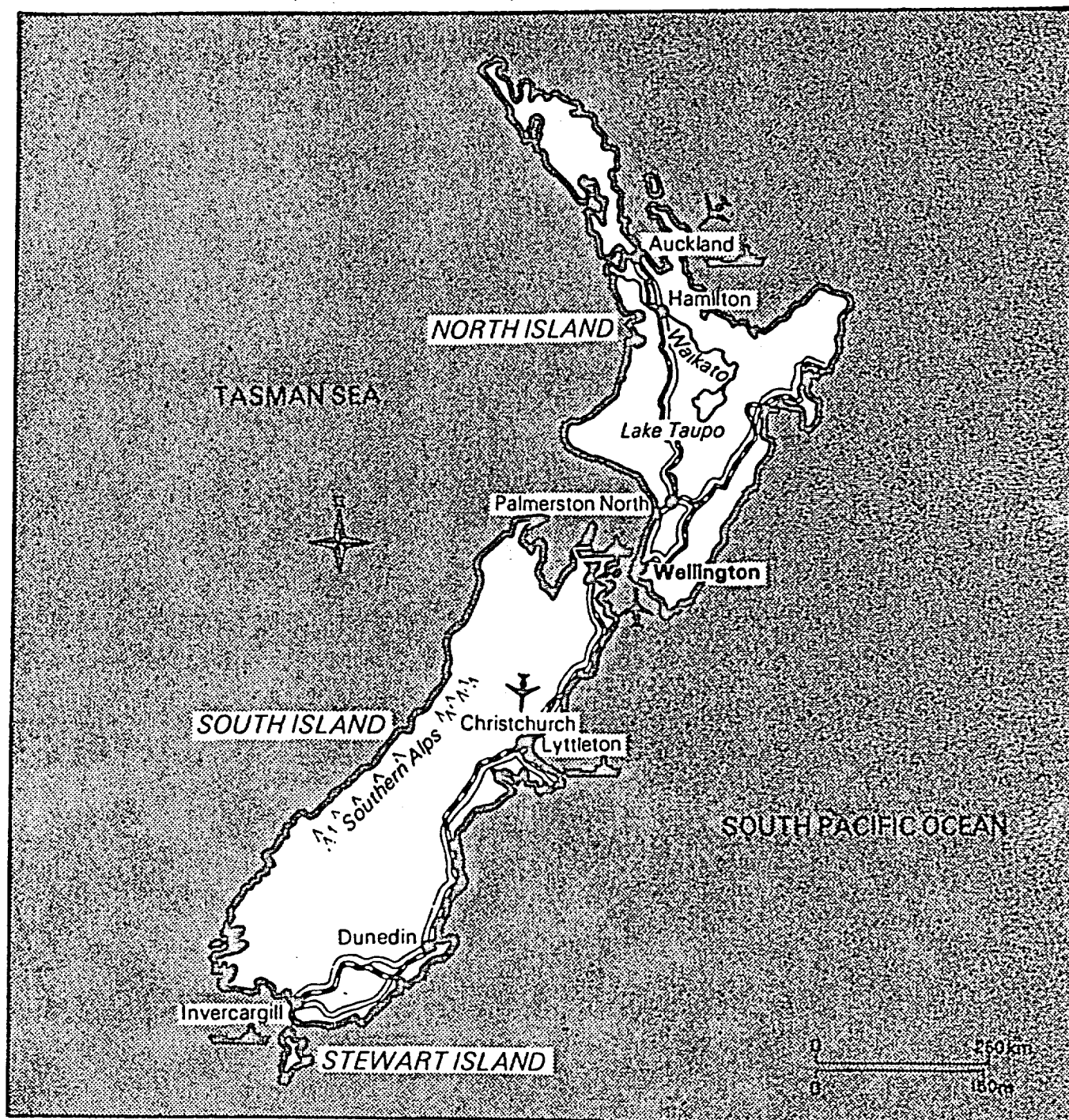
CREAN FOOD DISTRIBUTORS LIMITED

P.O. Box 1952,
Rotorua, New Zealand
Contact: Bob Crean
Fax: (073) 481-225
Products: fresh, frozen, smoked fish and fish products for hospitality trade

DELMARINE DISTRIBUTORS LIMITED

P.O. Box 58-453,
Auckland, New Zealand
Contact: Leonard Bahkene
Fax: (09) 274-9542
Products: speciality or gourmet, fresh frozen, smoked, canned, bottled fish and fish products for hospitality and delicatessen trade

NEW ZEALAND



Vancouver -14hr Ottawa -17hr Halifax -18hr

NEW ZEALAND

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Fax:(09) 390-762
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COUNTDOWN FOODMARKETS LIMITED

P.O. Box 4148,
Christchurch, New Zealand
Fax:(03) 662-737
Products: supermarket operators, various fish and fish products

CREAN FOOD DISTRIBUTORS LIMITED

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P.O. Box 58-453,
Auckland, New Zealand
Contact: Leonard Bahkene
Fax:(09) 274-9542
Products: speciality or gourmet, fresh frozen, smoked, canned, bottled fish and fish products for hospitality and delicatessen trade

FOODSTUFFS (AUCKLAND) LIMITED
P.O. Box 1034,
Auckland, New Zealand
Fax:(09) 695-846
Products: supermarket operators

FOODSTUFFS (SOUTH ISLAND) LIMITED
Private Bag,
Christchurch, New Zealand
Fax:(03) 527-454
Products: supermarket operators

**FOODSTUFFS (WELLINGTON) CO-OP
SOCIETY LIMITED**
P.O. Box 796,
Wellington, New Zealand
Fax:(04) 278-042
Products: supermarket operators

FOODTOWN SUPERMARKETS LIMITED
Private Bag, Otahuhu
Auckland, New Zealand
Fax:(09) 275-3074
Products: supermarket operators

G.S. LINTOTT & COMPANY LIMITED
P.O. Box 877,
Auckland, New Zealand
Contact: Richard Lintott
Fax:(09) 276-1908
Products: canned and bottled fish products for
grocery trade

HUTCHINSONS (WHOLESALE) LIMITED
P.O. Box 8777,
Auckland, New Zealand
Contact: Ken Hutchinson
Fax:(09) 601-069
Products: delicatessen and hospitality canned and
bottled fish products

FOR FURTHER INFORMATION:

Canadian Consulate
Princes Court, 2 Princes Street,
P.O. Box 6186,
Wellesley Street Post Office,
Auckland, New Zealand
Tel:(011-64-9) 393-690
Telex: NZ 21645
Fax:(011-64-9) 373-111
Mr. Ronald E.W. Hey
Commercial Officer

JAMES CRISP LIMITED
P.O. Box 1204,
Auckland, New Zealand
Contact: Ken Dickey
Fax:(09) 392-452
Products: canned and bottled fish and fish

LANE NICHOLAS INTERNATIONAL LIMITED
P.O. Box 1376,
Auckland, New Zealand
Contact: Steve Nicholas
Fax:(09) 378-886
Products: frozen, canned and bottled fish
products

PACIFIC FOOD DISTRIBUTORS
P.O. Box 56-166,
Auckland, New Zealand
Contact: Mike Wills
Fax:(09) 687-334
Products: fresh, frozen, smoked for hospitality

**PREMIER DISTRIBUTORS &
MANUFACTURERS LIMITED**
P.O. Box 4029,
Auckland, New Zealand
Contact: Allan Cohen
Fax:(09) 303-3598
Products: canned and bottled fish products

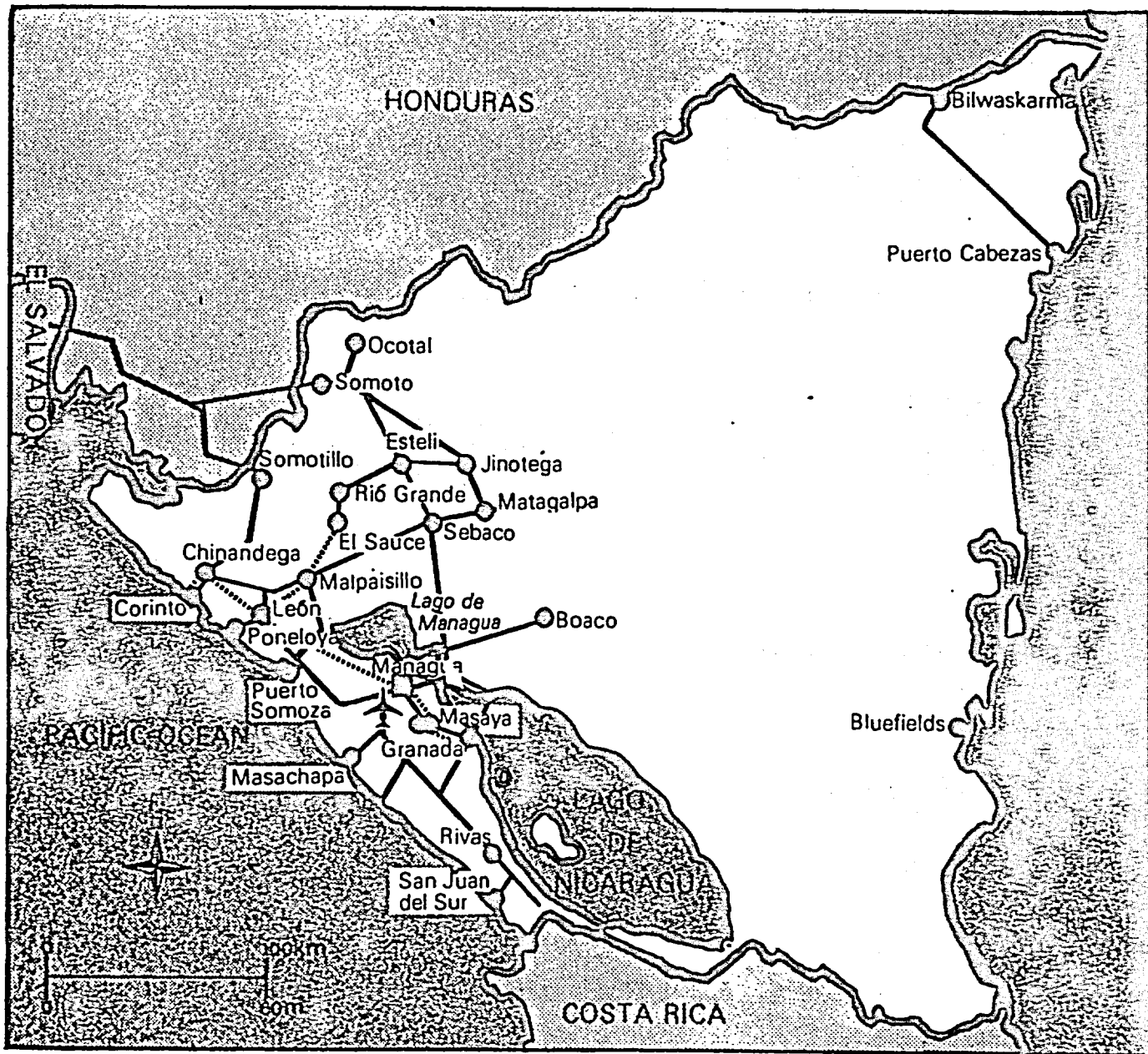
RICHARD HISLOP LIMITED
P.O. Box 1360,
Wellington, New Zealand
Contact: Gary Parsons
Fax:(04) 844-619
Products: canned and bottled fish products

ROBERT BRYCE & COMPANY LIMITED
P.O. Box 30-145,
Wellington, New Zealand
Contact: Tony Murphy
Fax:(04) 687-530
Products: canned and bottled fish products

SERVICE FOODS LIMITED
P.O. Box 3740,
Auckland, New Zealand
Contact: Barry Uren
Fax:(09) 395-836
Products: all fish products

WOOLWORTHS (NZ) LIMITED
Private Bag,
Auckland, New Zealand
Fax:(09) 395-279
Products: supermarket operators

NICARAGUA



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

NICARAGUA

The Canadian Embassy in Costa Rica is responsible for a territory which includes Nicaragua. The post territory has a population of 21 million people and consists of a number of distinct markets. Generally, seafood consumption is very low largely due to the fact that the local diet consists of mainly rice, beans, meat and tropical fruit. Consumption is increasing very slowly based on local production. Cod is imported by Nicaragua during Easter week. The domestic fishery in Nicaragua has begun to show progress towards becoming a successful non-traditional export sectors. An Inter-American Development Bank loan enabled Nicaragua to double its fishing fleet to 90 vessels. Lobster and shrimp exports increased as a result, however, the fleet has suffered from civil strife and the devastation caused by Hurricane Joan. The main suppliers of seafood products to Nicaragua are Spain (60 percent) and Canada (20 percent).

MAJOR NICARAGA SEAFOOD IMPORTERS

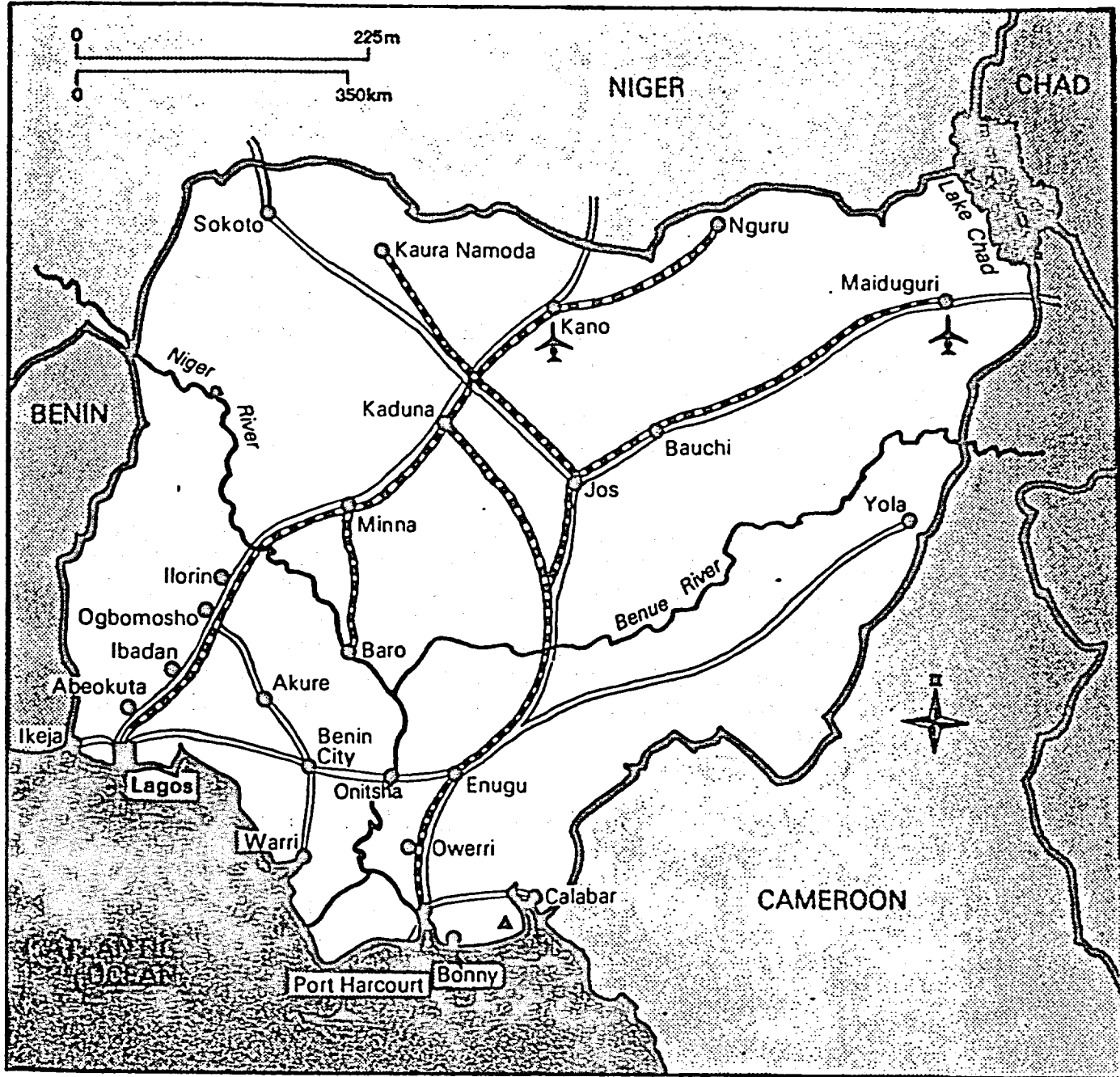
GROBER LIMITED
P.O. Box 2560,
Managua, Nicaragua
Tel:(005052) 58348
Telex: 2377
Products: seafood

MERCANTIL INTERNATIONAL
Apartado 3165,
Managua, Nicaragua
Tel:(005052) 40715
Fax:(005052) 43460
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
4th Floor, Cronos Building,
Apartado Postal 10303-1000,
Calle 3 y Avenida Central,
San José, Republic of Costa Rica
Tel:(011-506) 55-35-22
Telex: 2179
Fax:(011-506) 23-23-95
Mr. Manuel Ruiz
Commercial Officer

NIGERIA



Vancouver +9hr Ottawa +6hr Halifax +5hr

NIGERIA

Nigeria has a population of over 100 million with per capita fish consumption of 12 kg per annum. Demand for fish is approximately 1.2 million tons per year. Current domestic production, both industrial and artisanal, yields between 300-350,000 tons. Popular imported brands are mackerel scumbie priced at \$550-600 US per ton CNF, horse mackerel \$400-500, herring \$450, sole and hake at \$425. Duty on imported fish is 50 percent. There is also a surcharge of 3 percent. Size, weight and fat content are very important, ideal length is 20-25 cm, approximately 2-5 pieces per kilo and fat content between 10-15 percent. The most popular form of packaging is "Dutch Pack", 20 kg rectangular carton 50x54x11 cms. Despite difficulties in doing business in Nigeria (ie. lack of effective and efficient import regulations and customs clearance, poor communications via telephone and telex and delays and difficulties with hard currency payments), the returns may be high nevertheless, particularly if exporters are interested in establishing long-term trading relationships. The key is to be linked with a well established and reputable importer.

The Nigerian domestic fishing sector increased output by 38 percent in 1987, only to face a reversal in 1988 with a decline in output of 26 percent. During the same period, the government of Nigeria proceeded to license 390 additional fishing vessels for inshore shrimping and distant water fishing. In 1988, the total catch of the Nigerian fishing industry was 355,000 tons, down from a catch of 479,000 tons in 1987. The catch was comprised of the artisanal coastal fishery with 172,000 tons, distant water fishery with 105,000 tons, inland lakes and rivers supplied 51,000 tons, and 27,000 tons was supplied through aquaculture.

MAJOR NIGERIAN SEAFOOD IMPORTERS

AMOUR (NIGERIA) LIMITED

Ground Floor, NCWS House,
PC 14 Ahmed Onibudo St,
Victoria Island,
P.O. Box 6795,
Lagos, Nigeria
Fax:(01) 617511/616925
Products: seafood

ASRA FOOD PROCESSING LIMITED

Km 10, Old Ojo Road,
Festac Town,
P.O. Box 50554, Falomo
Lagos, Nigeria
Tel: 880963, 880964
Telex: 22414 NG or 23617
Products: seafood

GLOBE FISHING INDUSTRIES LIMITED

13A Ijora Causeway,
Ijora, P.O. Box 1707,
Lagos, Nigeria
Tel: 834199/836794
Telex: 26420 NG
Products: seafood

IBRU ORGANIZATION

6 Louis Solomon Close,
Victoria Island,
P.M.B. 1155, Apapa,
Lagos, Nigeria
Tel: 618282
Telex: 21086/22185 IBRU NG
Products: seafood

INLAKS LIMITED
10 Railway Compound,
Iddo,
P.O. Box 2173,
Lagos, Nigeria
Tel: 800410-19; Direct: 863135
Telex: 26467 NG
Products: seafood

JOBITEX & COMPANY (NIGERIA) LIMITED
Plots 1 & 2 Ikare Close,
P.O. Box 4193, Ikeja,
Lagos, Nigeria
Tel: 960210
Products: seafood

FOR FURTHER INFORMATION:

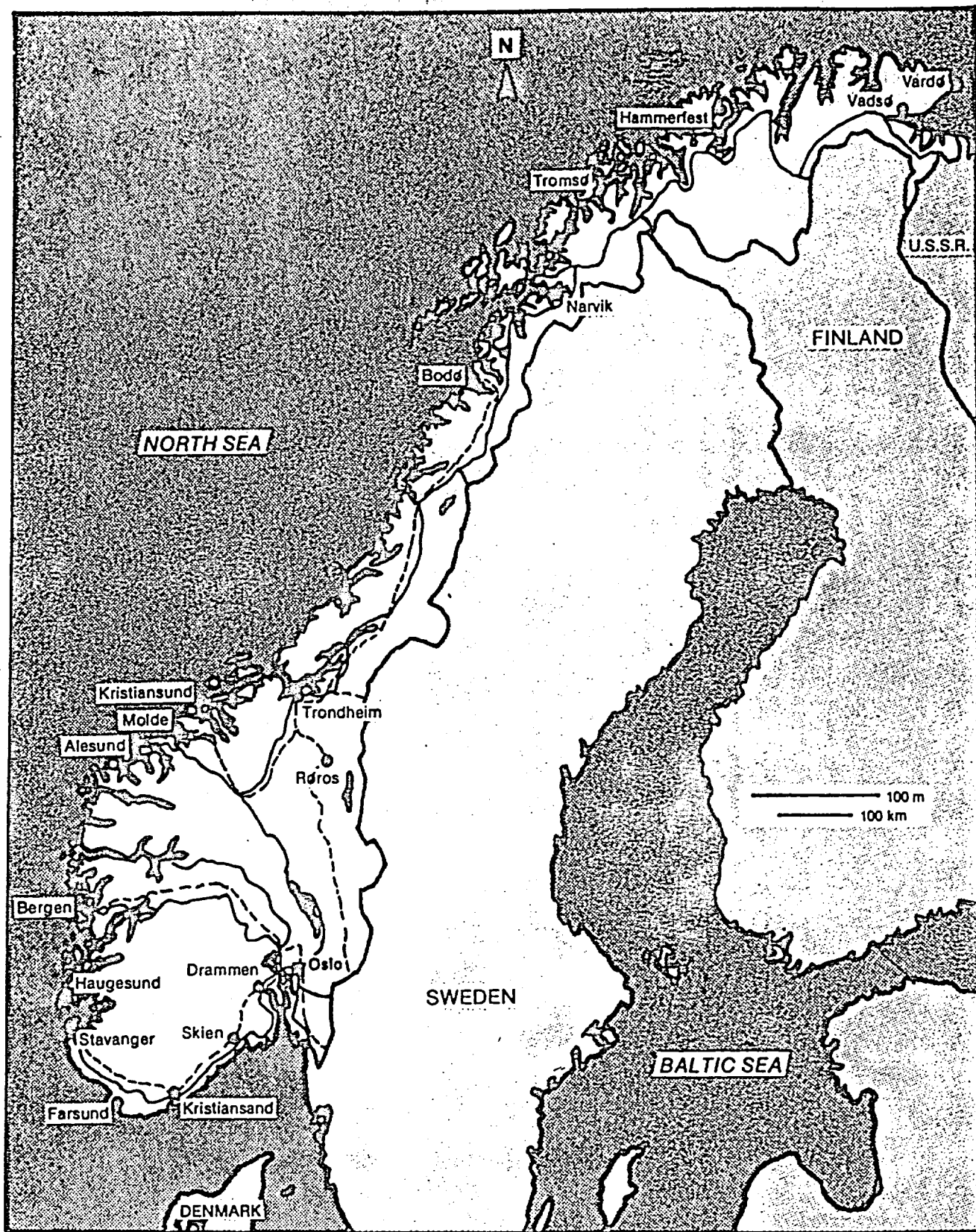
Canadian High Commission
4 Idowu Taylor Street,
P.O.Box 54506,
Ikoyi Station, Victoria Island,
Lagos, Federal Republic of Nigeria
Tel:(011-234-1) 612-382
Telex: 21275
Fax:(011-234-1) 614-691
Mr. James C. Onochie
Commercial Officer

MOSHESHE GROUP OF COMPANIES
A22, Warri/Sapele Road,
Effurun,
P.O. Box 552, Warri
Bendel State, Nigeria
Tel:(052) 232353
Telex: 43299 MOGENE NG
Products: seafood

**PRIMLAKS FINANCIERS CONSULTANTS
LIMITED**
Plot 1303A, Akin Adesola Street,
Victoria Island,
P.O. Box 50870,
Falomo, Lagos, Nigeria
Tel: 616699/616752 Direct: 613873
Telex: 21004 PRILAKS NG; 22386 PRIFIN NG
Products: seafood

**TRANSCONTINENTAL FISHERIES (NIGERIA)
LIMITED**
Apapa/Oshodi Expressway,
Ijesha-Tedo, P.O. Box 3304,
Lagos, Nigeria
Products: seafood

NORWAY



Vancouver +9hr Ottawa +6hr Halifax +5hr

NORWAY

Norwegian imports of fish products are minimal, as Norway is self-sufficient in most species. However, due to cut in Norwegian cod quotas, there is active trade in salted cod for re-export as baccalao to Norway's traditional markets in catholic countries. Norway imported 6,587 metric tonnes of cod in 1987. The common practice is direct import by large buyers. Tariff differentials exist for some products when compared to imports from EFTA and EEC.

MAJOR NORWEGIAN SEAFOOD IMPORTERS

BRODR JANGAARD A/S
P.O. Box 155,
N-6001 Aalesund, Norway
Tel: 071-25775
Fax: 071-25204
Products: salted cod, prawns

HANS CLAUSSEN A/S (AGENT)
P.O. Box 8343 Hammersborg,
N-0129 Oslo 1, Norway
Tel: 02-20-09-75
Telex: 71121 CHLAS N
Products: fish products

INGER SORENSEN A/S
Fishehallen, Vippetangen,
N-0150 Oslo 1, Norway
Tel: 02-42-14-80
Telex: 76102 INGER N
Products: fish products

JJ HELLAND A/S
P.O. Box 419,
N-6001 Aalesund, Norway
Tel: 071-22273
Telex: 42402 IMPEX N
Products: prawns, cod fillets

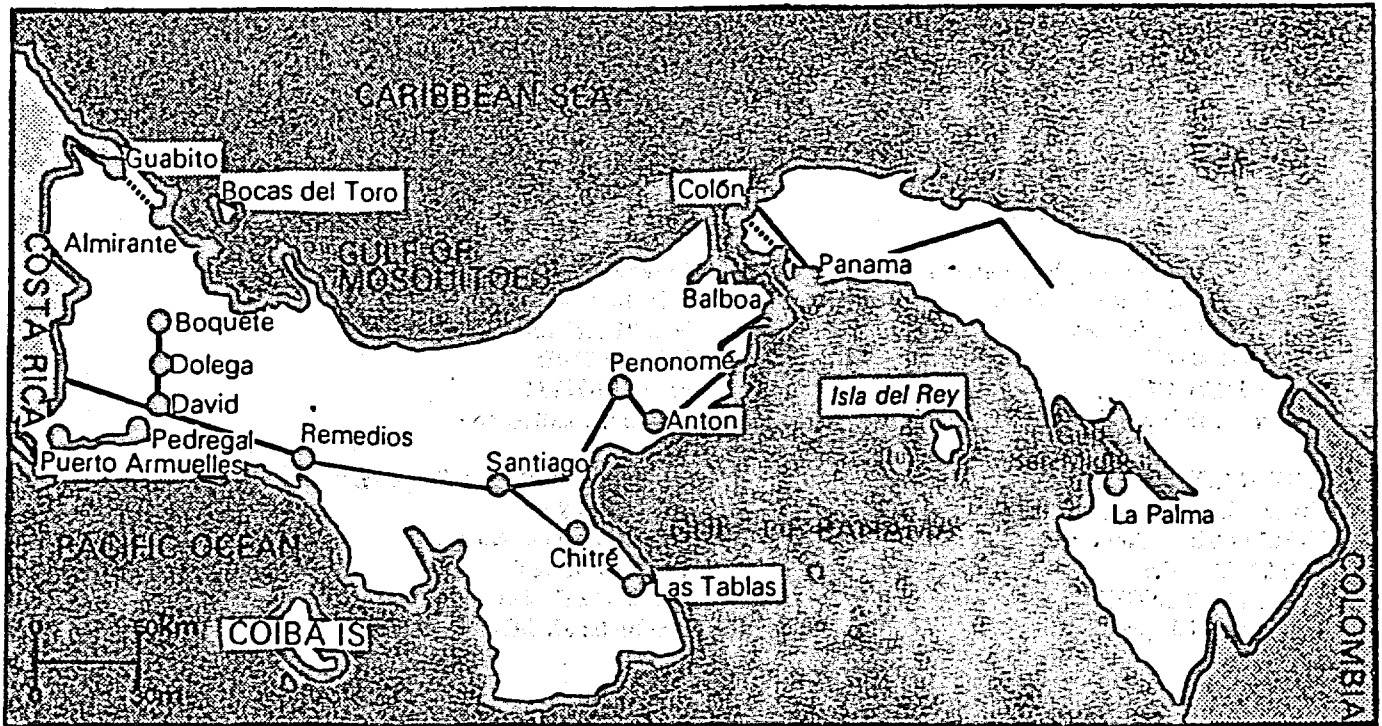
LORENTZ A LOSSIUS
P.O. Box 2023,
N-6501 Kristiansund, Norway
Tel: 073-71035
Fax: 073-72934
Products: salted cod

POLAR ENGROS A/S (AGENT)
P.O. Box 696,
N-5001 Bergen, Norway
Tel: 05-29-54-55
Telex: 42267 NAH N
Products: shellfish

FOR FURTHER INFORMATION:

Canadian Embassy
Oscars Gate 20,
Oslo 3,
Kingdom of Norway
Tel:(011-47-2) 46-69-55
Telex: 71880
Fax:(011-47-2) 69-34-67
Mr. Roger D. Chan
Counsellor (Commercial) and Consul

PANAMA



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

PANAMA

The Canadian Embassy in Costa Rica is responsible for a territory which includes Panama. The post territory has a population of 21 million people and consists of a number of distinct markets. Seafood consumption is very low largely due to the fact that the local diet consists of mainly rice, beans, meat and tropical fruit. Consumption is increasing very slowly based on local production. The more sophisticated societies of Costa Rica and Panama import significant quantities of canned and frozen seafood products. Cod is imported by all the countries in the territory during Easter week.

The domestic fishery in Panama has become the country's largest domestic source of merchandise exports. In value terms the sector contributes less than 1 percent to GDP. The sector grew by an average more than 15 percent a year between 1983-86, only to shrink by approximately 8 percent in 1987. The Dirección de Recursos Marinos of the Ministry of Trade and Industry is the official government body responsible for the development of the domestic fishery in Panama. The largest portion of domestic seafood production comes from shrimp which accounts for approximately 80 percent of total production. The main suppliers of seafood products to Panama are Norway (40 percent), Spain (30 percent), USA (10 percent).

MAJOR PANAMANIAN SEAFOOD IMPORTERS

GAGO S.A.
Apartado Postal 9090,
Panama 6, Panama
Tel:(507) 29-2911
Fax:(507) 29-2160
Products: seafood

SWIFT COMPANY
Apartado 9055,
Panama 6, Panama
Tel:(507) 36-2711
Fax:(507) 36-3917
Products: seafood

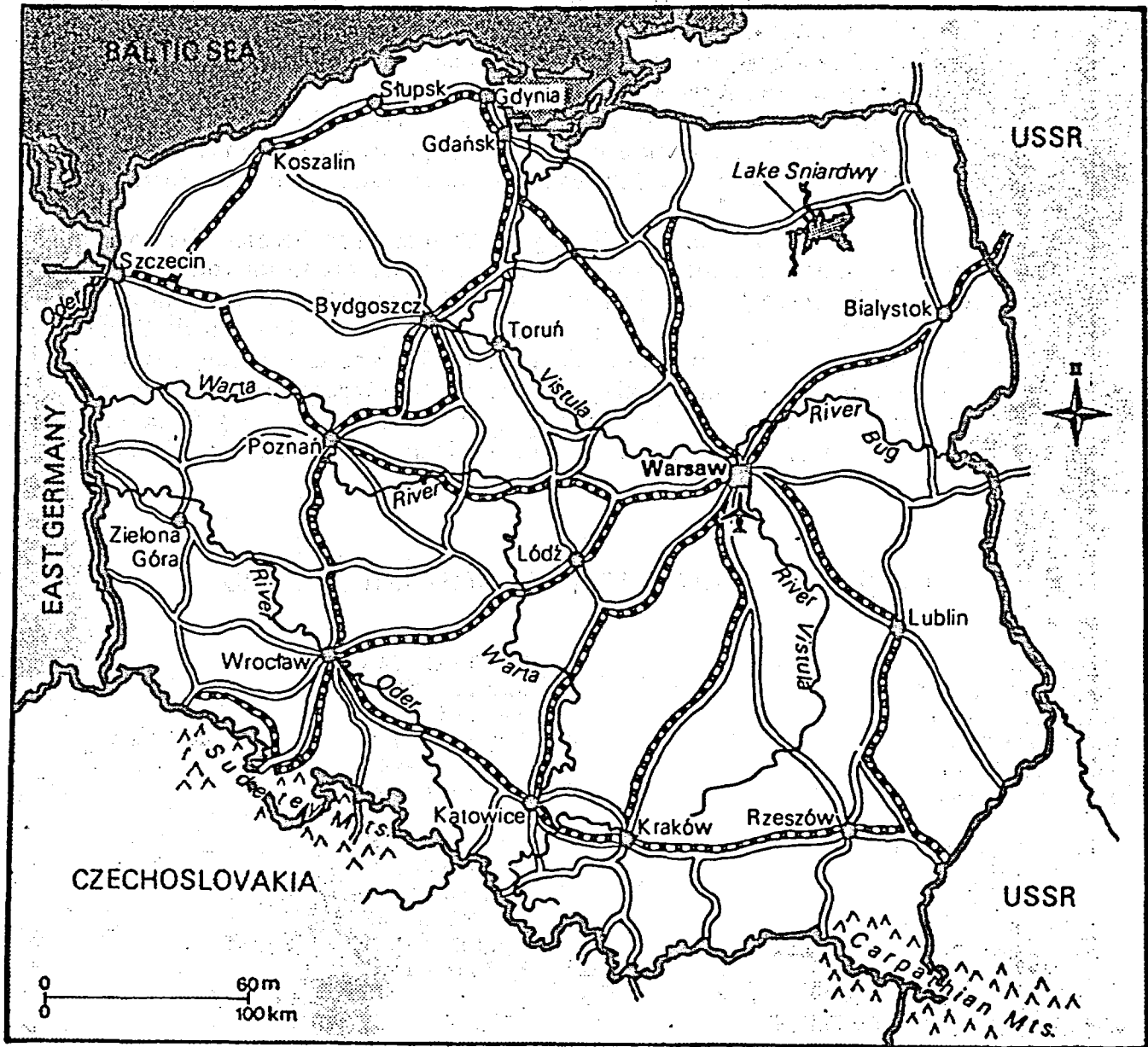
H. TZANETATOS INCORPORATED
P.O. Box 6625,
Panama 5, Panama
Tel:(507) 20-1977/2992
Products: seafood

TAGAROPULUS
Apartado 6-4000,
El Dorado, Panama
Tel:(507) 63-6666
Fax:(507) 36-1620
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
4th Floor, Cronos Building,
Apartado Postal 10303-1000,
Calle 3 y Avenida Central,
San José, Republic of Costa Rica
Tel:(011-506) 55-35-22
Telex: 2179
Fax:(011-506) 23-23-95
Mr. Manuel Ruiz
Commercial Officer

POLAND



Vancouver +9hr Ottawa +6hr Halifax +5hr

POLAND

Although new commercial enterprises are mushrooming, there are none so far specializing in the fish trade. The traditional importer Rybex Company Limited is still doing well. Another and equally important contact are polish enterprises operating on the Canadian Pacific coast which are also buying fish. Both Rybex and the three fishing enterprises Dalmor, Gryf and Odra are changing their status from state-owned to private enterprises.

MAJOR POLISH SEAFOOD IMPORTERS

GLOBAL MARINE (CANADA) INC.

113-Kapilano 100,
West Vancouver, B.C. V2T 1A2
Contact: Mr. Joseph Malkowski
Tel:(604) 922-1166
Fax:(604) 926-0639
Products: Representative of Polish Deep Sea
Fishing Enterprises in Canada

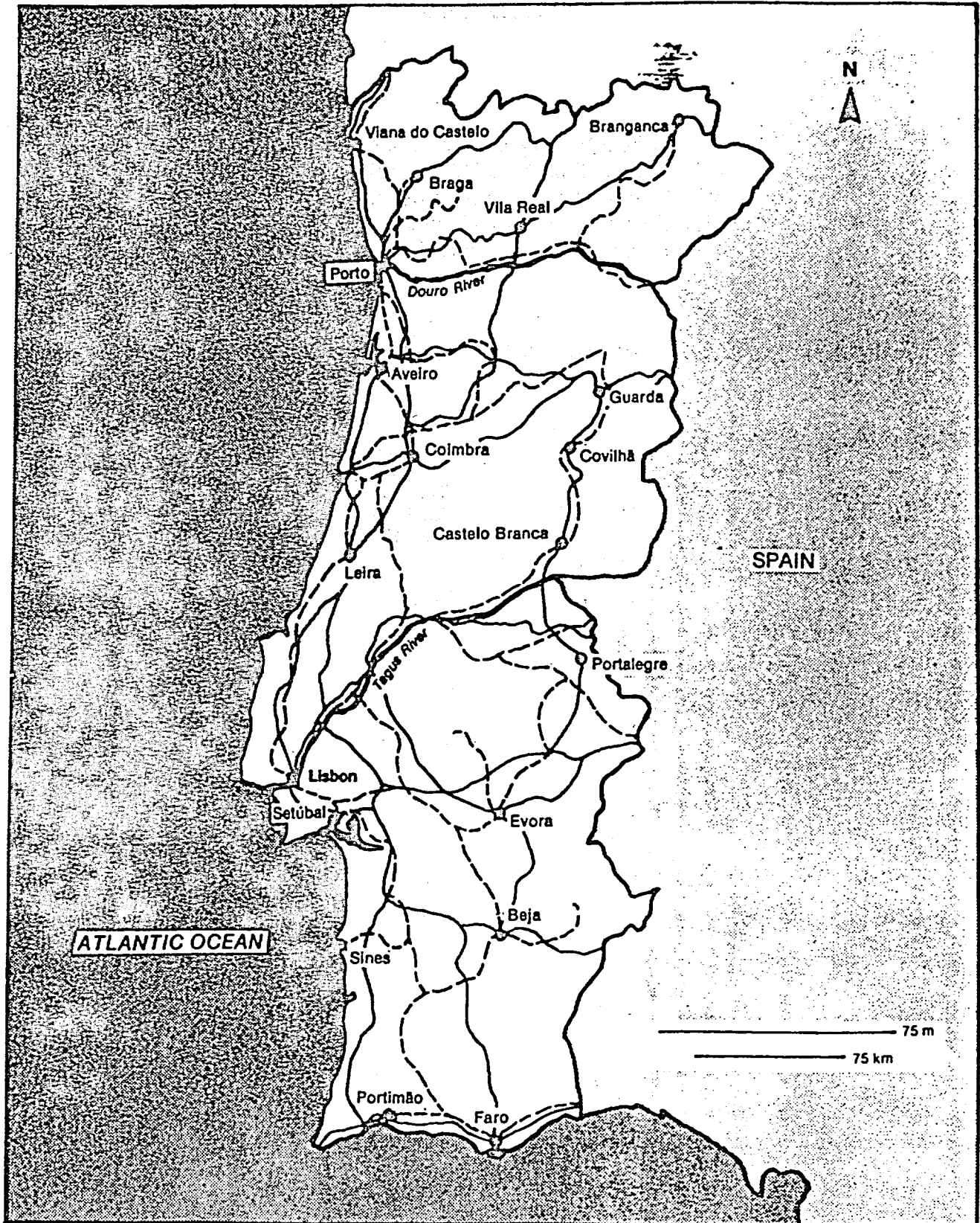
RYBEX COMPANY LIMITED

Ul. Energetykow 3/4,
70-656 Szczecin, Poland
Contact: Mr. W. Polaczek
Tel: 62-44-90
Fax: 343-47

FOR FURTHER INFORMATION:

Canadian Embassy
Ulica Matejki 1/5,
Warsaw 00-481, Poland
Tel:(011-48-22) 29-80-51
Telex: 813424
Mr. Anthony J. Coles
Counsellor (Commercial) and Consul

PORTUGAL



Vancouver +9hr Ottawa +6hr Halifax +5hr

PORTUGAL

Portugal offers an attractive potential market for fish and fish products. The size of the market is estimated at 490,000 mt, of which about 310,000 mt is supplied by the domestic catch, and 180,000 mt by imports. Exports are approximately 70,000 mt. The import market is primarily for salted fish (cod) and frozen fish (notably hake dressed/head off), pilchards, tuna, squid (illex), shellfish (lobster, shrimp, prawns and crab) and sardines.

The latest available official Portuguese data shows per capita fish consumption at 35.8 kg in 1980. Although the import market has not seen any major penetration of species such as redfish, monkfish and turbot (currently available in Canadian waters), those species have been gaining public acceptance. There is potential for sales, providing prices are attractive. With the exception of cod, whose imports are subject to tariff quotas, there are no major restrictions on fish imports. The primary buyers of wet salted cod are drying companies, most of which also operate as wholesalers. The main dry salted cod buyers are importers/distributors. Frozen fisheries products are purchased by importers/distributors and processors.

MAJOR PORTUGUESE SEAFOOD IMPORTERS

A.D. OLIVEIRA MAGALHAES SA
Rua Santos Pousada,
4000 Porto, Portugal
Telex: 22207 ADOM P
Products: wet and dry salted cod

ARMAZÉNS DA MATINHA LDA
Rua Vale Formoso de Baixo, 110
1900 Lisboa,
Portugal
Telex: 12510 SILVAC P
Products: wet and dry salted cod

ARTUR PAIVA LDA
Senhora da Guia,
4480 Vila do Conde,
Portugal
Telex: 12258 VIKING P
Products: wet salted cod

BACALHAU DE PORTUGAL
Praia dos Moinhos,
2890 Alcochete, Portugal
Telex: 12510 SILVAC P
Products: wet salted cod

BEIRAFRIO LDA
Botulho,
3460 Tondela, Portugal
Telex: 53517
Products: frozen seafoods

CARDOSA, SILVA & COMPANY
Rua Mouzinho da Silveira, 56,
4000 Porto, Portugal
Products: dry salted cod

CEC
Comércio europeu de Congelados Lda,
Doca Pesca, 93 B,
Pt. 11, Pedrouços,
1400 Lisboa, Portugal
Telex: 65376
Products: frozen seafoods

CENTRAL ATLÂNTICO LDA
Av. dos Bacalhoeiros,
3830 Ihavo, Portugal
Telex: 37613
Products: frozen seafoods

COMINBA
Comércio e Industria de Bacalhau Lda,
Fundilhoes - rosario,
2869 Moita, Portugal
Telex: 16389 COMCOD P
Products: wet salted cod

COMP. PORTUGUESA DE PESCA SARL
Ed. Armadores 4/6,
Porta Pesca,
Lisboa, Portugal
Telex: 13-428
Products: seafood wholesalers

CONSTANTE
Importação de Exportação Lda,
Rua Conde S. Salvador, 352, 5,
4450 Matosinhos,
Portugal
Telex: 22820
Products: frozen seafoods

COOPERTORRES
Cooperativa de Retalhistas de Merceairas do
Oeste CRL,
Fonte Santa-Paul,
2560 Torres Vedras,
Portugal
Telex: 4898
Products: dry salted cod

COSTA & A. MARTINS LDA
Rua D. Nuno Alvares Pereira, 172
4450 Matosinhos,
Portugal
Telex: 27586
Products: fresh/frozen seafood

CRCB
Companhias Reunidas de Congelados e Bacalhau
Doca de Alcântara,
1300 Lisboa, Portugal
Telex: 16782 CRCB P
Products: wet and dry salted cod

EMPRESA DE PESCA RIBAU LDA
Gafanha da Nazaré,
3830 Ihavo, Portugal
Telex: 37312 EMPERI P
Products: wet salted cod

FERNANDO MENDES SOARES LDA
Herois França, 307,
4450 Matosinhos, Portugal
Telex: 27478
Products: frozen seafoods

FRINA
Frigorificos Nac. Lda,
Rua C, Casal Colaride,
Aigualva, 2735 Cacem,
Telex: 61132
Products: frozen fish

FRIOPESCA
Refrigeração de Aveiro Lda,
Av. Pedro Alvares Cabral,
Gafanha da Nazaré,
3830 Ihavo, Portugal
Telex: 37424
Products: frozen fish

GELPEIXE
Alimentos Congelados de Tarré e Filhos Lda,
Av. Major Rosa Bastos, 1-1,
2670 Loures, Portugal
Telex: 42249
Products: frozen fish

GIMARAES CARDOSO & COMPANY
Rua Jorge Monteiro Salazar, 104,
4100 Porto, Portugal
Telex: 23427 GUICAR P
Products: wet and dry salted cod

GRUPO GEL
Comércio et Industria de Produtos Alimentares
Rua Herois França, 659, 1,
4450 Matosinhos,
Portugal
Telex: 20471
Products: frozen seafoods

IGLO INDUSTRIAS DE GELADOS LDA
Edificio Firma-Lever,
Mascarenhas 1,
Lisboa 1, Portugal
Tel:(1) 65-81-26
Telex: 63-779
Products: frozen seafood

ILHAMER
Estrada Variante,
3800 Aveiro, Portugal
Telex: 37732
Products: dry salted cod

JOAO DOS SANTOS PIRES LDA
Cale Vila,
Gafanha da Nazaré,
3830 Ihavo, Portugal
Telex: 37475 FRIAV P
Products: wet salted cod

JOSÉ MARIA VILARINHO LDA
 Cais does Bacalhoeiros,
 3831 Ilhavo, Portugal
 Telex: 37463 JOSEMA P
 Products: wet and dry salted cod

LIBARME
 Sociedade Abastecedora de Mercearias de
 Barcelos Lda,
 Tras Freiras, 12/24,
 4750 Barcelos,
 Portugal
 Telex: 32034 LIBARM P
 Products: dry salted cod

LUIS & LOUREIRO LDA
 Secado Bolho,
 3830 Ilavo,
 Portugal
 Telex: 28250 LLL P
 Products: wet salted cod

MACHADO & CARDOSO LDA
 Gafanha da Encarnaçao,
 3830 Ilhavo,
 Portugal
 Telex: 37366 MACAR P
 Products: wet and dry salted cod

MANUEL NUNES & FERNANDES LDA
 Washington, 41A,
 1100 Lisboa,
 Portugal
 Telex: 18814
 Products: dry salted cod

MEPRAL
 Mercantil Produtos Alimentares Lda,
 Joao N. Feliciano,
 2090 Alpiarca,
 Portugal
 Telex: 43957
 Products: dry salted cod

MORRIS ELIAS LDA
 Rua Bernardino Costa, 50, 1o,
 1200 Lisboa,
 Portugal
 Telex: 15891
 Products: dry salted cod

NIGEL
 Congeladora José Nicolau Lda,
 Alto de Santa Cruz,
 2520 Peniche, Portugal
 Telex: 43119
 Products: frozen fish

NORPROGEL
 Prod. Congelados Do Norte, Lda.
 Rua Alfredo Cunha 237,
 P-4450 Matosinhos, Portugal
 Tel: 93-53-05
 Telex: 28-797
 Products: frozen seafood

PASCOAL E FILHOS LDA
 Porto dos Bacalhoeiros,
 Gafanha da Nazaré,
 3830 Ilhavo, Portugal
 Telex: 37382 PSCOAL P
 Products: wet and dry salted cod

RAMIREZ & COMPANY LDA
 Apartado 50,
 P-4451 Matosinhos, Portugal
 Tel: 93-57-34
 Telex: 22-610
 Products: canned fish

RAR
 Refinarias de Açucar Reunidas SA,
 Rua Manuel Pinto de Azevedo, 272,
 4100 Porto, Portugal
 Telex: 22724 RAR P
 Products: wet salted cod

RIBERALVES
 Comércio de Produtos Alimentares Lda,
 Zona Industrial,
 Cruz Barro,
 2560 Torres Vedras
 Telex: 44343
 Products: dry salted cod

SIMÕES & SOUSA LDA
 Principal, 55,
 Quinta S. Joao das Areias - Camarate,
 2685 Sacavem, Portugal
 Telex: 42835
 Products: wet salted cod

SINDE MONTEIRO LDA
 Rua S. Joao, 70,
 4000 Porto, Portugal
 Telex: 23050 SINDE P
 Products: wet salted cod

**SOC. COMM. DE PRODUTOS ALIMENTARES
 CONGELADOS LDA**
 Avienda Camilo Castelo Branco,
 P-2700 Amadora, Portugal
 Tel: 90-36-30
 Products: frozen seafood

SOCIEDADE FRIGO DE PENICHE LDA

Apartado 13,
2521 Peniche Codex, Portugal
Telex: 42101
Products: frozen fish

SOFOPEL

Sociedade do Formento da Pesca Lda,
Av. Duque de Loulé, 86, 1o E,
1000 Lisboa, Portugal
Telex: 13446 SOFOPE P
Products: wet salted cod

FOR FURTHER INFORMATION:

Canadian Embassy
Av. Da Liberdade, 144/56-4,
1200 Lisbon, Portugal
Tel:(011-351-1) 347-4892
Telex: 12377
Fax:(011-351-1) 347-6466
Mr. Luis A. Bustos
Counsellor (Commercial) and Consul

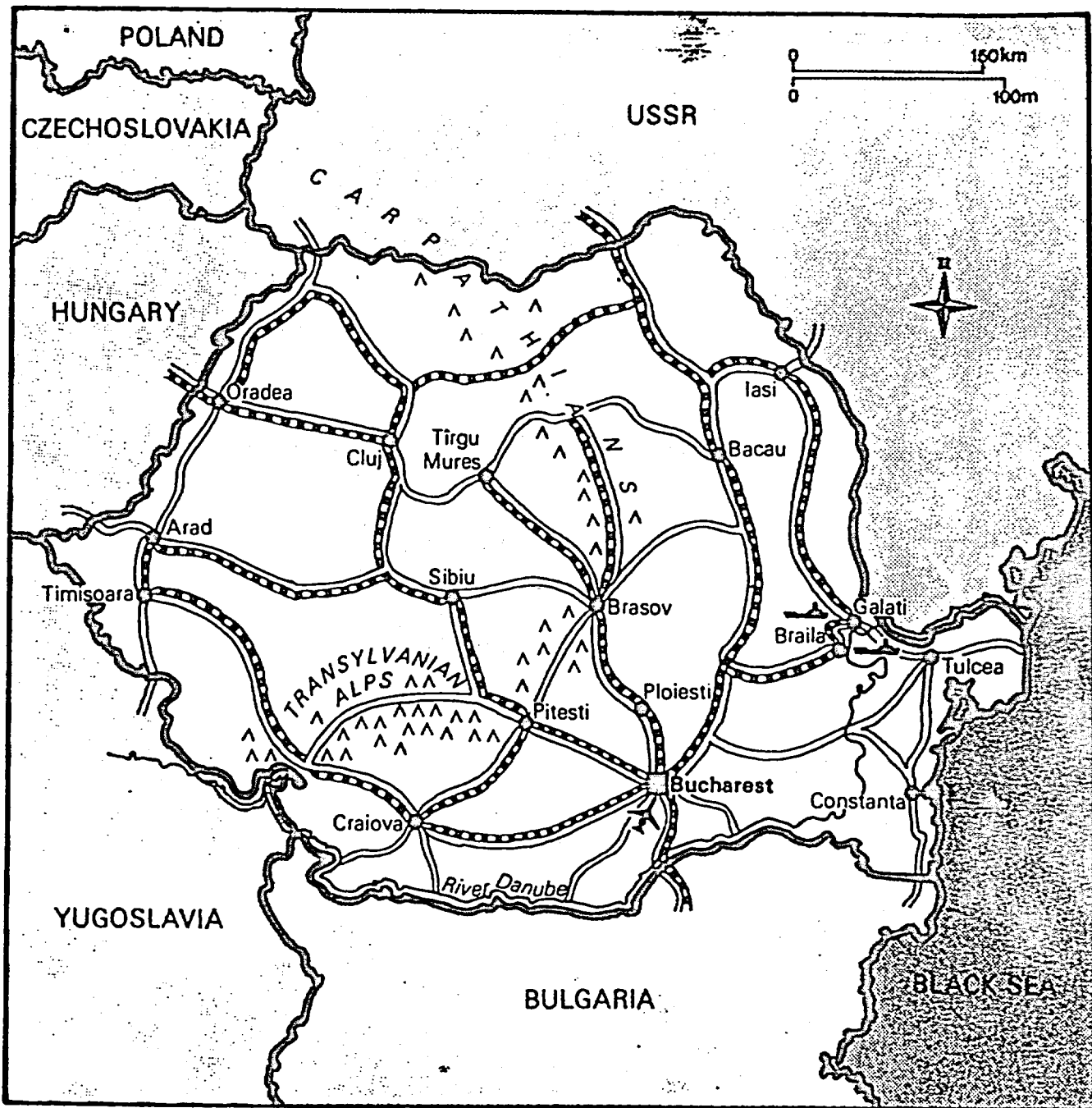
TRANSCOMÉRCIO

Importação e Exportação de Café Lda,
Torres 3, 16 o Pt 1601,
Tierno Galvan,
1200 Lisboa, Portugal
Telex: 65815
Products: wet salted cod

UNIPEIXE

Exportadora de Peixe Lda,
Rua Convento,
2520 Peniche, Portugal
Tel:(62) 72-073
Telex: 17128
Fax:(62) 72-166
Products: frozen fish

ROMANIA



Vancouver +10hr Ottawa +7hr Halifax +6hr

ROMANIA

Seafood consumption in Romania is limited essentially to finfish. The fish is supplied to the domestic market from domestic production or caught with Romanian fishing vessels. Fish such as mackerel, sardines and herring have been imported occasionally, canned or frozen, in small quantities. Fresh water perch is consumed in Romania, but only by low-income people, with the fish being caught directly by them. The country imports only superior fish species, in whole, for local processing. At present, there are only two Romanian foreign trade companies dealing with seafood imports, however, future political developments may provide opportunities in the future.

MAJOR ROMANIAN SEAFOOD IMPORTERS

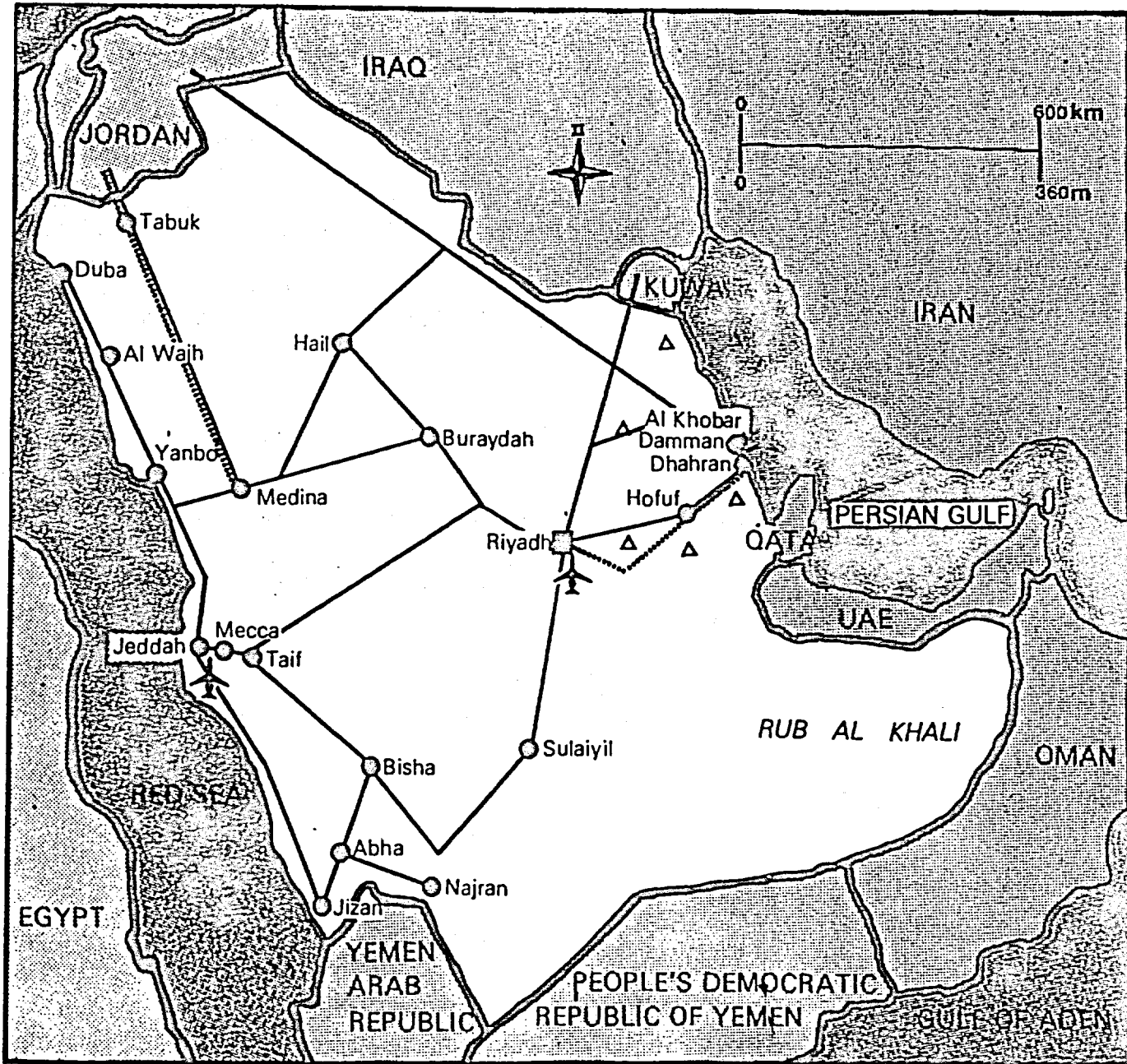
MERCUR
118 Calea Victoriei,
Bucharest, Romania
Tel: 50-37-84
Telex: 11368 CMERC R
Fax: 50-63-75
Products: seafood

PRODEXPORT
11-3 Walter Maracineanu Street
Bucharest, Romania
Tel: 15-67-28
Telex: 11527
Fax: 15-21-07
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
36, Nicolae Iorga,
P.O. Box 2966,
Post Office No.22,
71118 Bucharest, Romania
Tel:(011-40-0) 50-63-30/50-59-56
Telex: 10690
Mr. Octavian Bonea
Commercial Officer

SAUDI ARABIA



Vancouver +10hr Ottawa +7hr Halifax +6hr

SAUDI ARABIA

Saudi Arabia possesses two long coastlines along the Red Sea and the Arab Gulf. During 1988, the fish catch in the Kingdom substantially increased according to the Red Sea Marine Resources Centre. More than 46,000 tonnes of fish, worth more than \$200 million Cdn, was landed. Various types of fresh fish available in the Kingdom include: bonefish, milkfish, squirrel fish, barracuda, mackerel and tuna, grouper, snappers, grunt, seabream, goatfish and parrot fish. Prices vary from \$1.5 Cdn to \$7 Cdn per kg. In 1988, the Kingdom imported 20,000 tonnes of fish worth \$32 million Cdn. The type of fish imported were: tilapia, the milkfish family, catfish, sardines, mackerel, bonito, mullet and salmonids. The major exporters to the Kingdom are: Taiwan, Pakistan, Singapore, Oman, the Philippines, Uruguay, New Zealand, the Netherlands and South Korea.

MAJOR SAUDI ARABIAN FISH IMPORTERS

ABBAR AND ZAINY FOODS DIVISION
P.O. Box 6319,
Jeddah 21442, Saudi Arabia
Telex: 401062 MOTSIM SJ
Products: cod, haddock, salmon

ARABIAN FOOD SUPPLIES
P.O. Box 1400,
Jeddah 21431, Saudi Arabia
Telex: 400602 AFSJED SJ
Products: haddock, mackerel, plaice, snapper

BINZAGR COMPANY
P.O. Box 54,
Jeddah 21411, Saudi Arabia
Telex: 401131 IKBALTXN SJ
Products: cod, sole

FOR FURTHER INFORMATION:

Canadian Embassy
Diplomatic Quarter, P.O.Box 94321,
Riyadh 11693,
Kingdom of Saudi Arabia
Tel:(011-966-1) 488-2288
Telex: 404893
Fax:(011-966-1) 488-0137
Mr. J. Fakhri
Commercial Officer

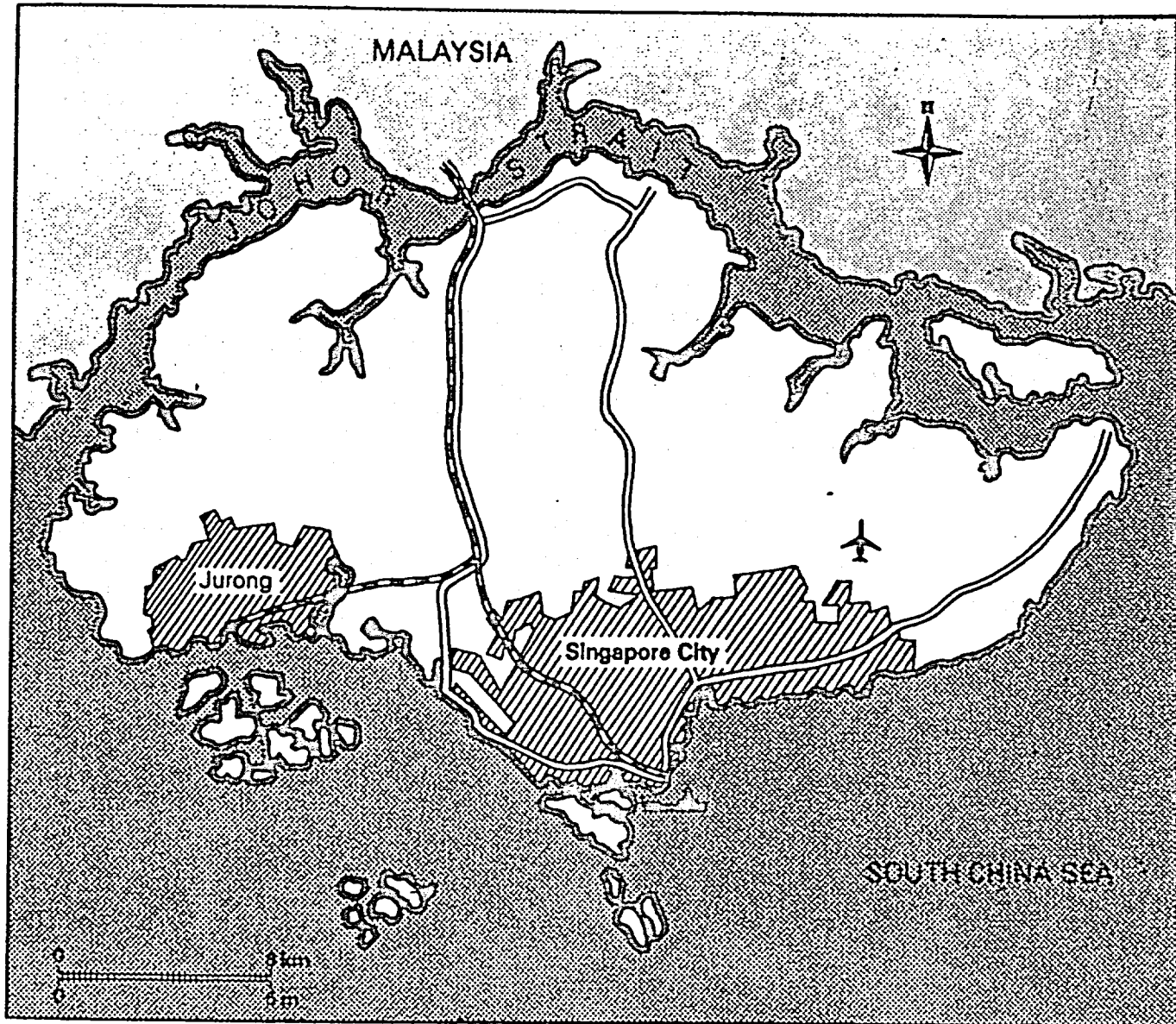
GENERAL TRADING COMPANY
P.O. Box 319,
Al Khobar 31952, Saudi Arabia
Telex: 871419 GENTRA SJ
Products: plaice, lemon sole, trout

KHALIFA ALGOSAIBI COLD STORES
P.O. Box 222,
Dammam 31411, Saudi Arabia
Telex: 803100 KAFI SJ
Products: cod, hake, haddock, mackerel, salmon,
snapper, trevally

**MOHAMMAD A. SHARBATLY FOOD
CORPORATION**
P.O. Box 4150,
Jeddah 21491, Saudi Arabia
Telex: 403491 ELHANY SJ
Products: croaker, mullet, snapper

SAUDI FISHERIES COMPANY
P.O. Box 6535,
Dammam 31452, Saudi Arabia
Telex: 802020 SAFISH SJ
Products: croaker, hake, pomfret, salmon, trevally

SINGAPORE



Vancouver -10hr Ottawa -13hr Halifax -14hr

SINGAPORE

The local market for marine products is fairly large with Singapore importing over \$1 billion Cdn worth of fish products in 1989. The per capita consumption of seafood is about 30 kg, the second highest in Asia after Japan which consumes 36.5 kg per capita. Increasing consumption is due to consumer awareness of fish as a healthy source of protein, and a renewed interest in seafood resulting from rising standards of living.

Although consumption of seafood in general has taken on a healthy trend, statistics indicated that Canada's share of the Singapore import market is small. Canada's range of products are classified as temperate species, whose consumption is minimal in this region. The popular species of fish consumed in Singapore include the white pomfret, spanish mackerel, golden snapper, hard tail, coral fish, sea bream, dorab and the other cultered species such as sea bass and grouper. Other seafood products which would remain in demand (usually by institutional customers) are the exotic, high value seafood varieties like smelt, tuna, salmon, lobster, dogfish, geoduck, abalone and dried squid.

Of the more than 50 types of marine products imported into Singapore, 7 items account for 53 percent of the total imports. Those 7 items are prawns and shrimp, fresh, chilled or frozen (22 percent), tuna, frozen (19 percent), other marine fish frozen (11 percent), marine fish, fresh or chilled (7 percent), abalone, canned (6 percent), sharkfin, salted or dried (6 percent), and cuttlefish and squid, salted (4 percent). Aside from the items enumerated above, other marine products which have experienced high growth in Singapore are cod, excluding fillet, dried (80 percent), fish fillet, fresh, chilled or frozen (40 percent), prawns and shrimp salted, dried or boiled (37 percent), cuttlefish and squid, salted, dried or boiled (30 percent) and tuna, canned (25 percent). The bulk (74 percent) of imported marine products are re-exported to other regional markets.

Historically, Singaporeans have always purchased fresh fish from wet markets. This trend is gradually changing due to the proliferation of working mothers who do not have the time to shop at wet markets and are more inclined to purchase frozen or chilled items at the supermarket. Furthermore, with the current popularity of the microwave, "microwaveable" food products offer a potential market for suppliers. In the fish products category, the demand for fish fillets, peeled shrimps and other forms of easy-to-prepare types of food will increase. The demand for fish products in the region is also growing as demonstrated by the high re-export figure of 74 percent for this product category. In general, Singaporeans are extremely discerning where food products are concerned and will continue to demand food products with consistent high quality.

The key customers in Singapore are wholesalers, retailers, airline caterers and ship chandlers. Food products are usually marketed through distributors who import them directly from the principals. Major distributors sell directly to wholesalers, retailers, institutions or directly to the consumers. Currently, the largest suppliers of marine products to Singapore include Taiwan, Malaysia, Australia, Burma, Japan, India and other Southeast Asian nations. Singapore's seafood industry has entered a new stage, moving up from its traditional middleman role to a major centre for processing.

MAJOR SINGAPOREAN SEAFOOD IMPORTERS

AMPOR (S) PTE LIMITED

37 Hong Kong Street
Singapore 0105
Tel:(65) 533-0227/6851
Telex: RS 36039 HOSENG
Products: canned food

ASIA CORPORATION PTE LIMITED

56A South Bridge Road
Singapore 0105
Tel:(65) 533-2376/534-2423/220-7600
Telex: RS 21085 ASIATLX
Products: seafood

BEN FOODS PTE LIMITED

230B Pandan Loop
Singapore 0512
Tel:(65) 778-6655
Fax:(65) 777-2869
Products: canned food, salmon, ship chandler

CHANGI INTERNATIONAL AIRPORT SERVICES PTE LIMITED

Changi Airport
Singapore 1781
Tel:(65) 542-5589
Fax:(65) 545-5741
Products: airline catering

CHYE SENG ENTERPRISES PTE LIMITED

23 New Bridge Road
Singapore 0105
Tel:(65) 533-7353/0813
Products: canned food

COLD STORAGE TRADING

2 Enterprise Road
Singapore 2262
Tel:(65) 261-8411
Fax:(65) 265-0443
Products: seafood, ship chandler

FOOK HUAT TONG KEE PTE LIMITED

Block 20, #01-134/135/136,
Wholesale Central
Singapore 0511
Tel:(65) 779-5688
Products: seafood

FUJI TRADING PTE LIMITED

24 Chia Ping Road
Singapore 2261
Tel:(65) 264-1755
Fax:(65) 265-0443
Products: ship chandler

GENERAL FOOD CORPORATION PTE LTD.

1 Second Chin Bee Road
Off International Road, Jurong
Singapore 2261
Tel:(65) 268-1055/5152
Fax:(65) 250-9065
Products: canned food, smoked salmon

HAL LEE SEAFOOD TRADING COMPANY

Block 25, Lane 10, No.01-206/208,
Singapore 1953
Tel:(65) 280-5489
Fax:(65) 280-8711
Products: shark's fins

HAL YUNG (BOON KEE) FISH MERCHANT

Block 1007 Aljunied Avenue 4 #01-03,
Singapore 1438
Tel:(65) 748-1889
Products: seafood

HARPER GILFILLAN (S) PTE LIMITED

154 West Coast Road Building
Singapore 0512
Tel:(65) 779-2611
Fax:(65) 778-6707
Products: canned food

HIGH TIDE FROZEN FOOD PTE LIMITED

G-1 Fishery Port Road,
35 Center Fish Market, Shc 1,
Singapore 2261
Tel:(65) 264-4822/265-7114
Telex: RS 28948 HITIDE
Products: fish, shrimp, squid, other seafood
products

**HOCK BEE FROZEN FOOD ENTERPRISES PTE
LIMITED**

10 Fishery Port Road
Jurong Industrial Estate
Singapore 2261
Tel:(65) 268-9144
Fax:(65) 265-3609
Products: salmon, seafood

HONG LEE & SONS

22 Kim Keat Road
Singapore 1232
Tel:(65) 253-0957
Telex: RS 38609 HLS
Products: seafood

KHIM THYE TRADING PTE LIMITED

Block 4005,
Depot Lane #01-93,
Singapore 0410
Tel:(65) 273-5390
Telex: 35786 KTFOOD
Products: canned food

LAIN AIK HANG CHOP

39 Hong Kong Street
Singapore 0105
Tel:(65) 533-4665
Telex: RS 23867 SHARPIN
Products: abalone, oyster, squid, shark's fins,
scallop

LEE BROS. INDUSTRIES PTE LIMITED

23 Chin Bee Avenue
Jurong Industrial Town
Singapore 2261
Tel:(65) 265-2743
Telex: RS 23578 LEEPROC
Products: smoked salmon

LIM TECK LEE PTE LIMITED

2-5 Circular Road
Singapore 0105
Tel:(65) 532-6868
Telex: RS 23407 LTL
Products: canned food

**MALAYAN REFRIGERATING COMPANY PTE
LIMITED**

232 Pandan Loop
Singapore 0512
Tel:(65) 778-8787
Fax:(65) 778-3966
Products: frozen smoked salmon, seafood

MARISSCO PTE LIMITED

31 Fishery Port Road
Singapore 2261
Tel:(65) 265-0911/261-0342
Telex: RS 21546 MARISSCO
Products: seafood

**MEDISCIENCE MANUFACTURING TRADING
(S) PTE LIMITED**

#06-04 Cuppage Plaza
Singapore 0923
Tel:(65) 732-0357/454-1003
Telex: RS 24200 TMSR
Products: tuna

PACIFIC TRADERS PTE LIMITED

18 Dublin Road
Singapore 0923
Tel:(65) 235-4078
Products: canned food

ROYFON TRADING PTE LIMITED

1 Fishing Port Road
Singapore 2261
Tel:(65) 265-1949
Telex: RS 37418 ROTFON
Products: salmon

SATS CATERING PTE LIMITED

SATS Building, Changi Airport
Singapore 1781
Tel:(65) 542-5555
Fax:(65) 542-1197
Products: airline catering

SEAWIN PTE LIMITED

50/54 Peck Seah Street
Singapore 0207
Tel:(65) 220-8155
Fax:(65) 224-6926
Products: ship chandler

SHANGHAI FOOD SPECIALTIES PTE LTD.

14 Little Road
Singapore 1953
Tel:(65) 285-4511
Products: canned food, seafood

SIN WA SHUL SUPPLY PTE LIMITED
118-120 Pasir Panjang Road
Singapore 0511
Tel:(65) 472-1300
Fax:(65) 475-5809
Products: ship chandler

SINGAPORE ANIMAL HUSBANDRY ENTRPSE
61 Serangoon Garden Way
Singapore 1955
Tel:(65) 283-1687
Products: canned food

SINGAPORE FOOD INDUSTRIES PTE LTD.
234 Pandan Loop
Singapore 0512
Tel:(65) 778-6655
Fax:(65) 778-4238
Products: frozen and smoked salmon

SJ LOW BROTHERS & COMPANY PTE LTD.
141 Middle Road
GSM Building, #04-03,
Singapore 0718
Tel:(65) 338-8566/9
Telex: RS 23587 JEFGOLD
Products: canned food, salmon

TENNECO PTE LIMITED
8 Kaki Bukit Road 2, #01-20,
Singapore 1441
Tel:(65) 743-4711/1516
Fax:(65) 743-8837
Products: seafood

FOR FURTHER INFORMATION:

Canadian High Commission
IBM Towers, 14th Floor,
Robinson Road,
P.O.Box 845, Singapore 9016,
Republic of Singapore
Tel:(011-65) 225-6363
Telex: RS 21277
Fax:(011-65) 225-2450
Mr. Denis Comeau
Counsellor (Commercial/Economic)

THYE SENG TRADING COMPANY PTE LTD.
29 Fishery Port Road
Singapore 2261
Tel:(65) 265-6744/268-2748
Telex: RS 24733 TSTSING
Products: frozen and smoked salmon

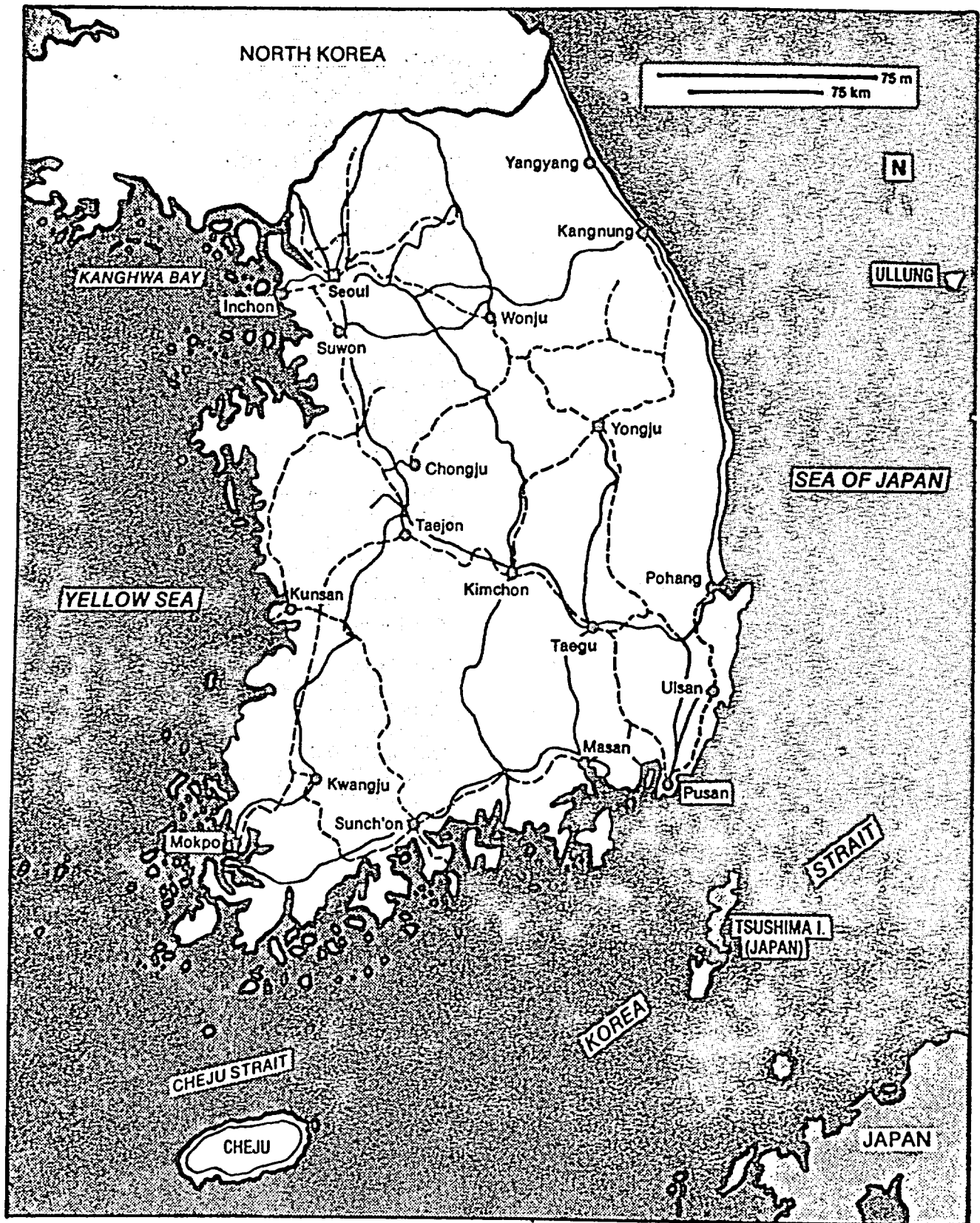
TONG HIN PTE LIMITED
Tong Xin Complex
127 Ubi Avenue 4,
Singapore 1440
Tel:(65) 746-5111
Fax:(65) 742-5160
Products: ship chandler

TRI-MARINE ASSOCIATION PTE LIMITED
15 Fishery Port Road
Singapore 2261
Tel:(65) 265-6388/268-5915
Fax:(65) 265-4992
Products: salmon, tuna

UNIVERSE MARKET ENTERPRISE
26 Tuas Avenue 8,
Singapore 2262
Tel:(65) 861-0033
Telex: RS 35742 SCANTE
Products: white fish, shrimp, squid, cuttle fish,
scallops, lobster

WONG CDK PTE LIMITED
20 Maxwell Road, 06-01,
Maxwell House
Singapore 0106
Tel:(65) 222-5241/42
Telex: RS 23931 ABVITA
Products: canned food

SOUTH KOREA



Vancouver -11hr Ottawa -14hr Halifax -15hr

SOUTH KOREA

South Korea has achieved the rank of the seventh largest fish producer and fourth largest fish exporter in the world. In 1989, annual production reached 3.3 million metric tonnes. Approximately 45 percent of the catch comes from adjacent and coastal waters, 28 percent from distant waters, 26 percent from aquaculture and 1 percent from the inland water fishery. Domestic consumption in 1989 reached 2.5 million metric tonnes, or approximately 76 percent of the total catch. Per capita fish consumption is 36 kilograms per year.

South Korea exported \$1,233 million US (336,000 metric tonnes) of fish and imported \$290 million US (265,000 metric tonnes) in 1989. As a result of strong pressure from its trading partners, the government of South Korea has taken a number of liberalization measures, but approximately 43 percent of fish species are still on the list of restricted imports. The main species of interest to Korean buyers and which may be imported are whole round frozen herring, cod, salmon and ocean perch. There is still a limited market for fresh salmon and live lobster. South Koreans traditionally consume fish mainly in fried and raw forms and as a soup ingredient. There is virtually no market for processed seafoods except some canned, salted, dried or in brine.

MAJOR SOUTH KOREAN SEAFOOD IMPORTERS

DAERIM FISHERY COMPANY LIMITED

CPO Box 1958,
Seoul, Republic of Korea
Contact: Mr. H.W. Lee
Telex: K28203
Products: fish and seafood

DAEWANG FOODS COMPANY LIMITED

CPO Box 355,
Seoul, Republic of Korea
Contact: Mr. S.C. Kim
Telex: 23332
Products: fish and seafood

DAEWOO CORPORATION

CPO Box 2810,
Seoul, Republic of Korea
Contact: Mr. Y.C. Kim
Telex: K23341
Products: fish and seafood

DOOSAN IND. COMPANY LIMITED

KPO Box 280,
Seoul, Republic of Korea
Contact: Mr. M.H. Chang
Telex: K23266
Products: fish and seafood

GOLDEN BELL TRADING COMPANY LIMITED

7th Floor, Commercial Bank Building,
44-1, 2KA, Joongang-Dong, Choong Ku,
Pusan, Republic of Korea
Contact: Mr. H. Syoo
Fax: 051-4649
Products: fish and seafood

HANSUNG ENTERPRISE COMPANY LIMITED

18th Floor, Poonglim Building,
823-1, Yoksamdong, Kangnam-Ku,
Seoul, Republic of Korea
Contact: Mr. C.H. Son
Telex: K28364
Products: fish and seafood

HYOSUNG CORPORATION
 CPO Box 1852,
 Seoul, Republic of Korea
 Contact: Mr. T.S. Pyo
 Telex: K23121
 Products: fish and seafood

HYUNDAI CORPORATION
 CPO Box 8943,
 Seoul, Republic of Korea
 Contact: Mr. D.H. Chung
 Telex: K23175
 Products: fish and seafood

KEYANG MERCANTILE COMPANY LIMITED
 CPO Box 1735,
 Seoul, Republic of Korea
 Contact: Mr. Y.S. Kang
 Telex: K27464
 Products: fish and seafood

KOOIL IND. COMPANY LIMITED
 CPO Box 558,
 Seoul, Republic of Korea
 Contact: Mr. S.R. Jeon
 Telex: K27447
 Products: fish and seafood

KOREA COLD STORAGE COMPANY LIMITED
 CPO Box 1694,
 Seoul, Republic of Korea
 Contact: Mr. S.M. Lee
 Telex: K27716
 Products: fish and seafood

KOREA TOURIST HOTEL SUPPLY CENTER
 CPO Box 6574,
 Seoul, Republic of Korea
 Contact: Mr. H.H. Yoo
 Telex: K25898
 Products: fish and seafood

KUMHAE CORPORATION
 CPO Box Yoido 33,
 Seoul, Republic of Korea
 Contact: Mr. H.S. Cha
 Telex: K26128
 Products: fish and seafood

KYUNG DONG KYOYUK COMPANY LIMITED
 CPO Box 8774,
 Seoul, Republic of Korea
 Contact: Mr. K.T. Kim
 Telex: K33379
 Products: fish and seafood

LOTTE TRADING COMPANY LIMITED
 CPO Box 7266,
 Seoul, Republic of Korea
 Contact: Mr. W.S. Suh
 Telex: K24280
 Products: fish and seafood

LUCKY GOLDSTAR INTERNATIONAL CORP.
 CPO Box Yoido 699,
 Seoul, Republic of Korea
 Contact: Mr. K.H. Park
 Telex: K27266
 Products: fish and seafood

MIWON FISHERY COMPANY LIMITED
 Room 1403, Miwon Building,
 43, Yoido-Dong,
 Yungdeungpo-Ku,
 Seoul, Republic of Korea
 Contact: Mr. H.S. Han
 Telex: K22954
 Products: fish and seafood

NAM YANG FISHERY COMPANY LIMITED
 36, 4KA, Choongang-Dong,
 Choong-Ku,
 Pusan, Republic of Korea
 Contact: Mr. K.S. Song
 Fax: 051-463-2250
 Products: fish and seafood

NAMSUNG WONYANG FISHERIES COMPANY LIMITED
 115-5, 6KA, Nampo-Dong,
 Choong-Ku,
 Pusan, Republic of Korea
 Contact: Mr. K.W. Lee
 Fax: 051-243-5151
 Products: fish and seafood

NATIONAL FEDERATION OF FISHERIES COOPERATIVE
 88 Kyungwoon-Dong,
 Chongro-Ku,
 Seoul, Republic of Korea
 Contact: Mr. K.H. Chung
 Telex: K24359
 Products: fish and seafood

ORAM INTERNATIONAL INCORPORATED
 CPO Box 2561,
 Seoul, Republic of Korea
 Contact: Mr. Y.C. Park
 Telex: K28796
 Products: fish and seafood

POONGSEONG NONG JANG COMPANY LIMITED

Sungwon Building,
1-2, Bukchang-Dong, Choong-Ku,
Seoul, Republic of Korea
Contact: Mr. D.S. Kang
Fax: 755-6743
Products: fish and seafood

SAM JIN TRADING COMPANY LIMITED

CPO Box 2,
Seoul, Republic of Korea
Contact: Mr. J.K. Choi
Fax: 961-5110
Products: fish and seafood

SAM YANG COMPANY LIMITED

CPO Box 1797,
Seoul, Republic of Korea
Contact: Mr. S.E. Kim
Telex: K27411
Products: fish and seafood

SAMHO MOOLSAN COMPANY LIMITED

3rd Floor, Taesung Building,
60-17, 1KA, Taipyung-Ro, Choong-Ku,
Seoul, Republic of Korea
Contact: Mr. M.K. Lee
Telex: K23488
Products: fish and seafood

FOR FURTHER INFORMATION:

Canadian Embassy
10th Floor, Kolon Building,
P.O.Box 6299,
45 Mugyo-Dong, Jung-Ku,
Seoul 100-662, Republic of Korea
Tel:(011-82-2) 753-2605/8, 753-7190/3
Telex: 27425
Fax:(011-82-2) 755-0686
Mr. C.W. Chang
Commercial Officer

SAMSUNG COMPANY LIMITED

CPO Box 1144,
Seoul, Republic of Korea
Contact: Mr. Y.K. Choi
Telex: K23657
Products: fish and seafood

SEHO CORPORATION

Room 506, Seonglim Building,
62-9, 1KA, Taepyung-Ro, Choong-Ku,
Seoul, Republic of Korea
Contact: Mr. I.L. Moon
Telex: K22906
Products: fish and seafood

SANGYONG CORPORATION

CPO Box 409,
Seoul, Republic of Korea
Contact: Mr. C.S. Kim
Telex: K28215
Products: fish and seafood

SUNKYONG LIMITED

CPO Box 1780,
Seoul, Republic of Korea
Contact: Mr. K.S. Sul
Telex: K24851
Products: fish and seafood

YUJIN AGRICULTURAL AND FISHERY COMPANY LIMITED

Room 902, Seolin Building,
45-15, Yoido-Dong, Yungdeungpo-Ku,
Seoul, Republic of Korea
Contact: Mr. M.S. Park
Fax: 785-5590
Products: fish and seafood

Vancouver +9hr
Ottawa +6hr
Halifax +5hr



SPAIN

SPAIN

Spain is the European Community's largest consumer of fish products with per capita consumption of some 30 kg per capita in 1987. The wholesale value of fish and shellfish sales is approximately \$4 billion, of which some \$1.5 billion are imports. Canadian exports to Spain reached a high of \$22 million in 1980. However, exports to Spain from Canada virtually ceased after 1982 when Spain imposed an unofficial import ban on Canadian fish following the failure of Canada and Spain to agree on fish quotas for Spanish vessels in Canadian waters. The ban was lifted in 1986 and exports were recorded at \$1.2 million. By 1988, Canadian seafood exports to Spain had reached \$10 million.

Spain maintains the EEC's largest fishing fleet which supplies a major portion of the country's requirements for groundfish and pelagics, the most important species consumed. Fish exports to Spain are subject to quotas and restrictive tariffs on selected fish and fish products, although these will be modified or eliminated by 1992 to comply with the EC import regime. Spain is a relatively stable and conservative market with well-established demand for specific products and product forms. Spain consumers are served by some 6,000 small retail fish stores where fresh fish is readily purchased on a daily basis. However, profound changes in consumption habits have occurred in recent years and Spaniards are rapidly adopting the more varied eating habits and taste preferences of other western Europeans. Spain has become Europe's fastest growing economy. Growing affluence, along with increased female participation in the work force, has helped create a growing demand for new products/species and for more prepared and luxury seafood products.

MAJOR SPANISH SEAFOOD IMPORTERS

AHUMADOS CIPARCO, S.A.
Ctra. Andalucia-Getafe Km. 88,
Getafe-Madrid, Spain
Contact: Francisco Gonzalez
Tel:(91) 695-1258
Telex: 41961 ROSTO E
Products: seafood

AHUMADOS DOMINGUEZ, S.A.
Pol. Ind. Urtinsa, Parcela 48,
Alcorcon-Madrid, Spain
Contact: José Mestanza
Tel:(91) 641-0512
Telex: 46473 AHDO E
Products: seafood

ALBO S.A.
Hijos de Carlos,
Apartado 1510, La Paz 22,
Vigo, Pontevedra, Spain
Tel:(986) 23-13-00
Telex: 83-001
Products: salt fish, shellfish, canned fish

ALIMENTOS DEL ATLANTICO
Sardineira, 37, 15007
La coruna, Spain
Contact: James Milnes
Tel: 249999
Telex: 82163 EFRO E
Products: flatfish, clams, cod

ATLANTIC MARKETING CORP. S.A.

E. del Tato, 26
28043-Madrid, Spain
Contact: Mr. Jaime Frances
Tel:(91) 200-6301
Fax:(91) 759-6750
Products: clams, gooseneck barnacles

AUXILIAR CONSERVERA S.A.

Avda. Orillamar 6,
Vigo, Spain
Tel: 986-291858
Products: frozen fish

BACALADERA VASCA S.A.

Alto de Arreche s/n,
Apartado 94,
Irun (Guipuzcoa), Spain
Contact: Santiago Fuertes
Tel: 943-627317-18
Telex: 36517 CYSE E
Products: wet salted cod

BENFUMAT S.A.

Pol. Ind. Multindus,
Riera de la Salud s/n,
San eliu de Llobregat,
Barcelona, Spain
Contact: Miss Cristina Biosca
Tel:(93) 666-7201
Telex: 08980
Products: salmon for smoking

CHAROP S.A.

La Basulla s/n, 36537
Villanueva de Arosa, Spain
Contact: Manuel Charlin Gama
Tel: 986-554001
Telex: 88075
Products: fish, shellfish, clams, barnacles

COMERCIAL NOVOMAR S.A.

Longitudinal, 6, 08004
Barcelona, Spain
Contact: Francisco Lorente
Tel:(93) 336-1912
Telex: 98195 ESR LO
Products: frozen fish and shellfish

COMERDCIAL PESQUERA BADALONESA S.A.

Eduardo Maristany, 1
Badalona-Barcelona, Spain
Contact: Victoriano Burgués
Tel:(93) 399-4522
Telex: 59223 IBERO E
Products: fish and shellfish

COMPESA

Calvo Sotelo, 19, 39002
Santander, Spain
Contact: Jaime Yllera
Tel: 942-212362
Telex: 35867 FOOD E
Products: frozen fish and shellfish

CONGELADOS KRUPEMAR, S.A.

Pol. Ind. Cobo Calleja, Astorga, 32, 28940,
Funenlabrada, Madrid
Contact: Mr. Santiago Lo
Tel:(91) 690-5262/5699
Telex: 49661 KRUP E
Products: seafood, plaice, flounder, shellfish

CONSERVACION DE ALIMENTOS S.A.

Muelle Este, 15006
La Cpruna, Spain
Contact: Manuel Vilela
Tel: 293133
Telex: 82241
Products: frozen fish

COOPERATIVE GRUPO SINDICAL PESCA

Puerto Pesquero Edif. vend., 6
Vigo (Pontevedra), Spain
Tel: 986-297819
Products: seafood

COPESA

Avda. Marques de Valterra
117-Estribela, Spain
Contact: Sr. Ferrada
Tel: 986-882565
Telex: 882565
Products: shellfish, frozen salmon

D. ANGEL LOPEZ SOTO

Loriga, 24, 36003
Vigo, Spain
Tel: 986-424333
Telex: 83225
Products: fresh and frozen fish

DEPURADÓRA DE MARISCOS DE LORBE S.A.

Puerto Sada, Spain
Tel: 6200000
Telex: 82320
Products: fish and shellfish

ERALIA GARCIA S.A.

Avda. Orillamar, 83, 36202
Vigo (Pontevedra), Spain
Tel: 986-295392
Telex: 83347
Products: seafood

EUZTRADE S.A.
Edificio Velasco 28,
Irun-Guipuzcoa, Spain
Contact: Srta. Mari Carmen
Tel: 943-627500
Telex: 36711 JAYA E
Products: wet salted cod, shellfish, other seafood products

FABRICANTES CONSEVEROS REUNIDOS S.A.
Avda. G.V. Generalisimo, 82
Vigo (Pontevedra), Spain
Tel: 986-412611
Products: seafood

FELIX PEREZ ESPINOSA S.A.
Euskal Erria, 2, 20160,
Lasarte-Guipuzcoa, Spain
Contact: Felix Espinosa
Tel: 943-361760
Products: most species of fish and fish products except cod and salmon

FRIGORIFICOS TROULO S.A.
LG Beiramar, Vigo
Pontevedra, Spain
Contact: Manuel Fernandex Rodriguez
Tel: 986-228801
Telex: 83785
Products: cod, monkfish

FRIGORIFICOS BERBES S.A.
Avda. Orillamar, 99, 136202
Vigo, Spain
Contact: Manuel Amuedo
Tel: 986-297700
Telex: 83020
Products: seafood

FRIGORIFICOS EXTREMENOS
Francisco Navacerrada, 8
28028, Madrid, Spain
Contact: Sr. de Teresa
Tel:(91) 256-6407
Products: hake, squid, shrimp, prawns, other seafood products

FRIGORIFICOS DELFIN, S.A.
Pol. Ind. Cobo Calleja,
c/Leon, 52-54,
Fuenlabrada,
Madrid, Spain
Contact: Marcelino Cortés
Tel:(91) 690-5651
Telex: 45117 FRID E
Products: frozen fish and shellfish

FRIGORIFICOS DEL NOROESTE
Avda. Generalisimo, 81-83,
Sta. Eugenia de Riveira, Spain
Contact: Ramiro Carregal Rey
Tel: 981-871295
Telex: 82289
Products: squid, mackerel, frozen fish

FRIGORIFICOS PREGO S.A.
Pol. Ind. del Tambre
Parcela, 75--Via Faraday 33,
Santiago, Spain
Contact: Sr. Angibay
Tel: 981-582630
Telex: 88321
Products: flatfish, shellfish, scallops

FRIO CONDAL S.A.
Pol. Industrial Zona Franca
Fuego y Estano, s/n
08004-Barcelona, Spain
Contact: Alfonso Leon
Tel:(93) 331-4162
Telex: 52435 PSUR E
Products: frozen fish, shellfish

GALFRIO S.A.
Canovas del Castillo 4,
Vigo, Spain
Contact: Constante Freire
Tel: 986-222847
Telex: 83235
Products: cod, hake, squid

GARAVILLA S.A.
Apartado 63,
Capitan Zubiaur 50,
Bermeyo, Vizcaya, Spain
Tel:(688) 03-00
Products: canned fish and fish products

GRUPO PLEAMAR
Avda. de las Camelias 58,
Vigo, Spain
Contact: José Amuedo
Tel: 986-299200
Products: fr
Products: fresh and frozen fish

HISPANO EUROPA DE MARISCOS, S.A.
Sandalo, 5-4 B
28042-Madrid, Spain
Contact: D. Andres Umbria
Tel:(91) 741-1141
Telex: 46642 FATS E
Products: frozen, clams, gooseneck barnacles

IMPECO S.A.
D. Juan Boada
Plza de Castilla,
3-5o C-1, 28046,
Madrid, Spain
Tel:(91) 314-1752
Fax:(91) 733-9264
Products: seafood

INTERNACIONAL PESQUERA CORUNESA
Muelle Linares Rivas, 58, 15006
La Coruna, Spain
Contact: José Carlos Diaz
Tel: 243977
Telex: 82079
Products: fish

JAIME SORIANO, S.A.
c/ Impresores, 42,
Pol. Industrial, Los Angeles,
Madrid, Spain
Contact: Fernando Jimenez
Tel:(91) 695-8362
Telex: 42282
Products: frozen, flounder, cod, barnacles

JAMES ESTEVEZ
San Alejandro, 10
28005-Madrid, Spain
Contact: Jaime Estevez Campos
Tel:(91) 266-4148/49
Telex: 46161 JEST E
Products: frozen squid, hake, cod

JOSE A DOCAMPO VIVERO AIMER
Fontan--Sada, Spain
Contact: Jose A. Docampo
Tel: 981-620144
Products: live clams, lobster

JUAN BLANQUE S.L.
Mercat del Peix, 3-59,
Mercabarna, 08004
Barcelona, Spain
Contact: Jaime Blanqué
Tel:(93) 365-1911
Telex: 97727
Products: fish and shellfish

LUIS CALVO SANZ S.A.
Coruna--Finisterre Km 35,
La Coruna, Spain
Contact: José L. Calvo
Tel: 701211
Telex: 82217
Products: fish and shellfish

MARFRIO S.A.
Avda. Canovas del Castillo, 5
Vigo (Pontevedra), Spain
Tel: 986-431811
Products: seafood

MARISCOS DE EL GROVE
LG Puerto Melojo, 36980
El Grove-Pontevedra, Spain
Tel: 986-730067
Telex: 88092
Products: hake, frozen fish and shellfish, other
seafood rproducts

MARISCOS DEL CANTABRICO
Marques de la Ensenada s/n, 39009
Santander, Spain
Contact: Santiago Esteban
Tel: 942-225286
Telex: 35853 ROPA E
Products: lobster, clams, live crab

MARTIN CAPELLAS E HIJOS S.A.
Pescabarna,
Puesto 58,
08004-Barcelona, Spain
Contact: Martin Capellas
Tel:(93) 246-4607
Telex: 50902 MCAP E
Products: fresh and frozen fish

MASSO HERMANOS S.A.
Apartado 1503,
Plaza de Compostela 23,
Vigo, Pontevedra, Spain
Tel:(986) 43-07-77
Telex: 83-078
Products: canned fish

MERCAMADRID, NAVE PESCADOS
Puesto 137, 28031
Madrid, Spain
Contact: D. Jacinto Pardo Vilarino
Tel:(91) 785-2501/02
Telex: 49873 JPFIS E
Products: frozen salmon

MUCHA MARCHA
Estrella Polar, 6
28007-Madrid, Spain
Contact: D. Ferdando Gorostizaga
Tel:(91) 273-4984
Products: lobster, clams, gooseneck barnacles,
other seafood products

**MUELLES E INSTALACIONES PARA LA PESCA
E INDUSTRIAS S.A. (MEIPI)**

Pasajes de San Juan
Guipuzcoa, Spain
Contact: José A. Olivan
Tel: 943-522950
Products: cod

NEPTUNO ANDORRA LIDO

Eugenio Sellte, 5
28045-Madrid, Spain
Contact: Pedro Canas Alonso
Tel:(91) 473-0147
Products: frozen fish and products, clams,
gooseneck barnacles

NORTINDAL S.A.

Pol. Industrial No 36,
20170 Usurbil-Guipuzcoa, Spain
Contact: Francisco J. Marcos
Tel: 9431-362459
Telex: 36383 GORA E
Products: frozen fish and shellfish, other seafood
products

NESTLE GROUP S.A.

Avienda Generalissimo 33,
Esplugas de Llobregat,
Barcelona, Spain
Tel:(3) 371-7100
Products: seafood

NOTHUNG, S.A.

Alonso Cano, 66-IB
28003-Madrid, Spain
Contact: Julio Reina
Tel:(91) 254-7354
Telex: 41459 NOTH E
Products: frozen

OJEDA CONSERVAS S.A.

Apartado 259,
Artilleria 46,
Gijon 1, Spain
Tel:(985) 34-21-01
Products: canned and frozen fish

PASAIA S.A.

Recinto Pesquero s/n,
20110 P. San Pedro,
Guipuzcoa, Spain
Contact: Enrique Errea
Tel: 943-527600
Telex: 38242 PASAI E
Products: cod, plaice, frozen

PASAPESCA S.A.

Apartado 130, Calle 111, Pol. Ind. Pratense,
08020-El Prat de Llobregat
Barcelona, Spain
Contact: Rafael Pauner
Tel:(93) 370-5011
Telex: 57646 PESC E
Products: cod, flounder, sole, squid

PEIX Y MARISH GIL, DUNO S.A.

Gerona, 100-60, 08009,
Barcelona, Spain
Contact: José Luis Gil
Tel:(93) 207-0274
Products: frozen fish and shellfish

PEREZ COLOMER S.A.

Apartado 16, Riveira
La Coruna, Spain
Contact: Alejandro Pérez Colomer
Tel: 840499
Products: frozen cod, groundfish

PESCABARNA S.A.

Comte d'Urgell, 240-250,
08036-Barcelona, Spain
Contact: Mariano Torres
Tel:(93) 410-0004
Products: cod, sole, plaice, shellfish

PESCADOS ESTERA S.A.

Muntaner, 81 2o, 08080
Barcelona, Spain
Contact: Manuel Ripoll
Tel:(93) 301-7679/323-6412
Products: seafood

PESCADOS Y MARISCOS AIMAR S.A.

Zona Portuaria s/n, 20110,
Pasajes de San Pedro
Guipuzcoa, Spain
Contact: Frutos Gomez
Tel: 943-396540
Products: frozen fish

PESCADOS Y MARISCOS ROYGOSA SL

LG Pazos Reyes, 36700
Tuy (Pontevedra), Spain
Tel: 986-601612
Products: seafood

PESCADOS BARANDICA

Bo San Martin, 214, 39011,
Santander (Penacastillo), Spain
Contact: Sr. Pérez Barandica
Tel: 942-226789
Products: fish and shellfish

PESCAFINA, S.A.
Po. Pintor Rosales, 38
28008-Madrid, Spain
Contact: D. Jacques Benelbas
Tel:(91) 241-6097
Telex: 43141 CPEI E
Products: cod, squid, salmon

PESCANORTE S.A.
Estacion, 28, 20160
Lasarte-Guipuzcoa, Spain
Contact: Claudio Rivero
Tel: 943-361683
Telex: 36521
Products: frozen fish and shellfish, other seafood products

PESCANOVA S.A.
c/Vieramar, 18,
Vigo (Pontevedra), Spain
Contact: Hilario Sanmarful
Tel: 986-228600
Telex: 83168 PESVA E
Products: frozen fish and fish products

PESCATRADE S.A.
Matias Montero, 1, 39004
Santander, Spain
Contact: Sr. Cayuso
Tel: 942-311863
Telex: 35988 PESTR E
Products: all species

PESQUERA INDUSTRIAL GALLEGA S.A.
Avda. Camelias, 58, 36211,
Vigo (Pontevedra), Spain
Tel: 986-299200
Telex: 83173
Products: seafood

PESQUERA VASCO GALLEGA S.A.
Avda. Orillamar, 97,
Vigo, Spain
Contact: Alejandro Hernandez
Tel: 986-233700
Telex: 83087 VAGA E
Products: squid, cod

S.A. MORAY FISH INTERNACIONAL
Zona Franca, Sector C,
Despacho 93-94, Mercabarna
Barcelona, Spain
Contact: Mr. Banester
Tel:(93) 336-2254
Telex: 54609 MFISH
Products: salmon

SABATE E HIJOS S.A.
Mercado Central de Pescados
Mercabarna, Casilla 55,
Barcelona, Spain
Contact: Juan Sabate
Tel:(93) 336-7761
Products: fresh salmon, frozen fish and shellfish

SACCO CONSERVAS S.A.
Apartado 73,
La Paz, Vigo,
Pontevedra, Spain
Tel:(986) 23-25-04
Products: canned fish

SEPIA S.A.
Lealtad, 14, 39002
Santander, Spain
Contact: Antonio Rey Hopper
Tel: 942-213600
Telex: 35645 STLA E
Products: fish and shellfish

SERFISA/COPESCO (ROYAL)
C. Guipuzcoa 177-191,
08020-Barcelona, Spain
Contact: E. Dahl
Tel:(93) 305-5061
Telex: 97378
Products: salmon, salmon roe

SERPESKA
Cr. Andalucía, Km, 11.300
28021-Madrid, Spain
Contact: Sergio Sanchez Quinones
Tel:(91) 795-2211
Telex: 47973 JOAM E
Products: sole, flounder, salmon, whitefish

SOUTHERN PACIFIC, S.A.
Levante, 40, 28036,
Madrid, Spain
Contact: José Alvarez
Tel:(91) 766-3633
Telex: 47023 STHP E
Products: hake, sole, squid, prawns, crab, salmon,
other seafood products

SUPERMAR S.A.
Avda. de Pasajes S. Pedro 41,
San Sebastian-Guipuzcoa, Spain
Contact: Eusebio Lazcano
Tel: 943-398846
Telex: 36590 SUPE E
Products: cod, salmon

TACISA GALICIA S.A.

Compostela, 8, 15004,

La Coruna, Spain

Contact: José L. Hernandez

Tel: 224400

Telex: 86175

Products: fresh and frozen fish

FOR FURTHER INFORMATION:

Canadian Embassy

35 Nunez de Balboa, Apartado 587,

28080 Madrid

Kingdom of Spain

Tel:(011-34-1) 316-3905

Telex: 27347

Fax: (011-34-1) 431-2367

Mr. Mike F. Crawcour

Commercial Officer

VICASSO INTERNACIONAL S.A.

Rera Palau, 11, 08003,

Barcelona, Spain

Contact: Luis Tasso Ruiz

Tel:(93) 310-4550

Telex: 52732

Products: fish, cod, shellfish

WALFORD, S.A.

Castellana, 141-20,

28046-Madrid, Spain

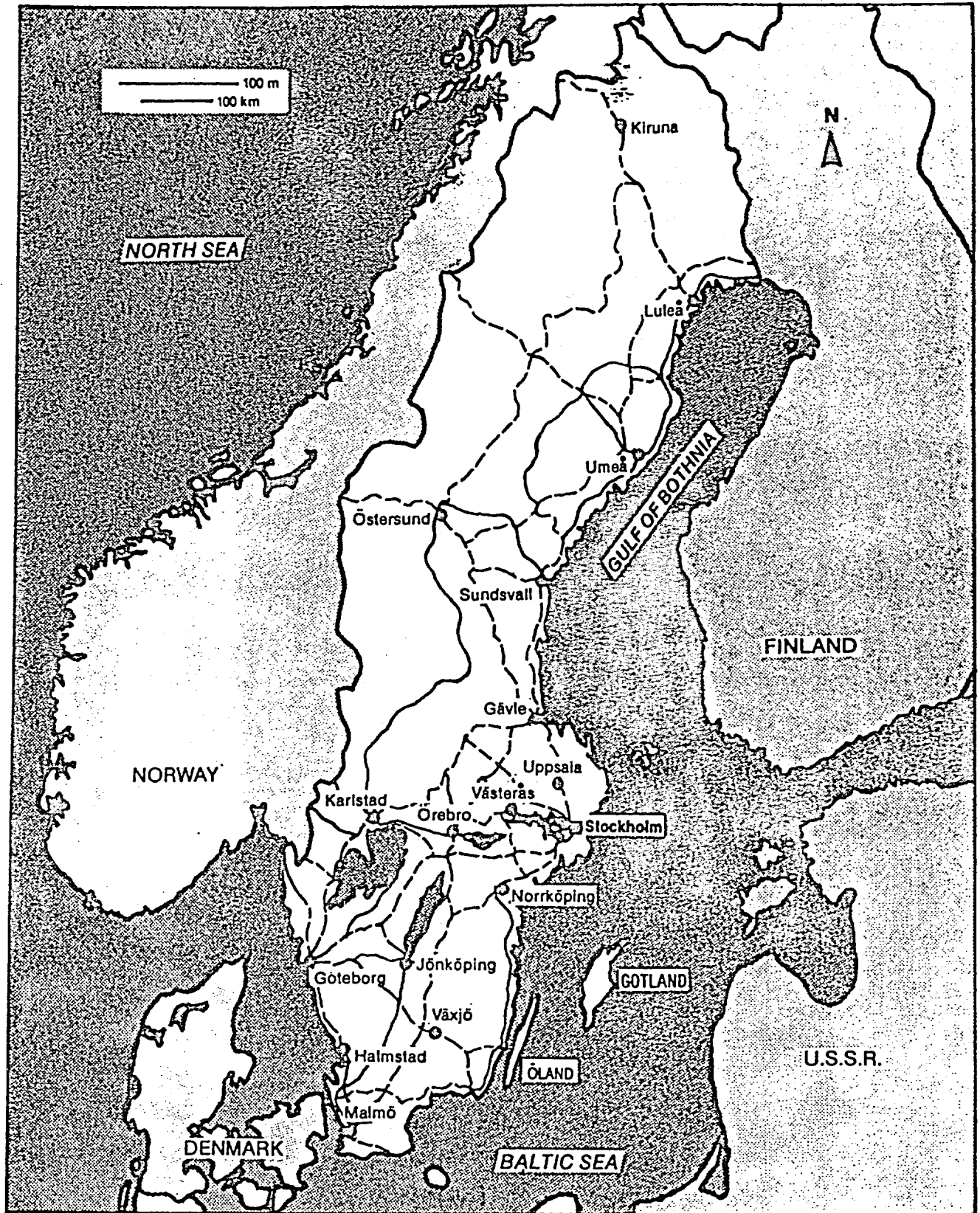
Contact: Henry Hanmer

Tel:(91) 459-0150

Telex: 48614 LEXI E

Products: shellfish, cod roe, fish

SWEDEN



Vancouver +9hr Ottawa +6hr Halifax +5hr

SWEDEN

Sweden has a coastline and many lakes and rivers. However, the low salinity of the Baltic sea limits the fauna. Principal species are herring, cod and sprat, but there is also salmon, eel, flatfish and several freshwater species. Owing to the low saline content of the water, cod can only reproduce in the southern parts of the Baltic. Herring can only reproduce in the northern and central Baltic, and are smaller and have a lower fat content than herring species caught in the North Sea and the North Atlantic.

Sweden plays a dual role in the international seafood trade by being an important market for products of other countries, as well as being a fairly large seafood exporter. About 50 percent of Swedish landings are exported. Annual landings, which are decreasing moderately, are in the range of 200,000 tons.

Imports are mainly confined to processed fish which enjoys a higher value than that of Sweden's exports. This explains in part the negative balance in Sweden's foreign trade in seafood. In 1987, the total value of seafood imports was approximately \$461.5 million Cdn as against exports at \$137.9 million Cdn. Canadian seafood in general enjoys an excellent market in Sweden where the per capita consumption is 28 kg of seafood. Canada ranks number three out of Sweden's foreign seafood suppliers, with neighbouring countries Norway and Denmark as larger suppliers.

The Swedish market offers opportunities for a wide range of Canadian fish and shellfish species, many of which are further processed locally such as: Pacific salmon (smoking), barrelled cured herring, and frozen crab meat. The consumption of frozen (mostly IQF) cooked shell-off and shell-on shrimp (*Pandulus Borealis*) is great with domestic supply limited. Canadian frozen cooked lobster in brine, being the only one of its kind on the market, has enjoyed an excellent and fairly stable market for years. Fish roe, frozen and cured, is also in demand, large volumes of lumpfish, cod and lake herring (cisco) roe are imported. A market for Canadian fresh water crayfish - cooked according to the buyer's very detailed specifications and packaged in brine on trays of 1kg and frozen, can developed if full co-operation is established between producer and the local buyer.

MAJOR SWEDISH FISH AND SHELLFISH IMPORTERS

AB ABBA
S-450 41 Kungshamn, Sweden
Tel: 523-30950
Telex: 42610
Fax: 523-38389
Products: cod roe, lumpfish roe, herring, other
seafood products

AB PJORGENSEN & COMPANY
Hallv. 11,
S-121 05 Johanneshov, Sweden
Tel: 8-399750
Telex: 10067
Fax: 8-395460
Products: frozen fish and fillets, freshwater fish
roe, processed shellfish and products

AB SJ NORMAN
Importory. 23,
S-121 73 Johanneshov,
Sweden
Tel: 8-910090
Telex: 19959
Fax: 8-919991
Products: frozen fish and shellfish, other seafood products

ANDERS FORSBLAD AB
Box 7013,
S-402 31 Gothenburg,
Sweden
Tel: 31-124450
Telex: 20794
Fax: 31-149160
Products: frozen seafood

AQUA-MAT BJÖRN STRANDWITZ AB
Nya Allén 6B,
S-411 38 Gothenburg,
Sweden
Tel: 31-132500
Telex: 21389
Fax: 31-138535
Products: frozen, canned, dried, cured seafood, other seafood products

ARVID NORDQUIST HAB
Box 1285,
S-171 25 Solna,
Sweden
Tel: 8-7991800
Telex: 10047
Fax: 8-29462
Products: frozen and processed seafood

ASTACUS SEAFOOD AB
Ringövägen 33,
S-417 07 Gothenburg,
Sweden
Tel: 31-513155
Telex: 21406
Fax: 31-229029
Products: frozen seafood

AWP-IMPORTEN AB
Landskronav. 9
S-252 32 Helsingborg,
Sweden
Tel: 42-149360
Telex: 72625
Fax: 42-122079
Products: frozen shellfish

FISCOMAR AB
S. Kyrkog. 7,
S-251 14 Helsingborg,
Sweden
Tel: 42-183600
Telex: 72547
Fax: 42-184735
Products: frozen seafood

FOODIA AB--DEEP FROZEN FOODS DIVISION
Box 505, S-245 00 Staffanstorps,
Sweden
Tel: 289000
Telex: 32737
Fax: 40-445573
Products: frozen seafood

FOODIA AB
Box 14, S-453 00 Lysekil,
Sweden
Tel: 523-13000
Telex: 42049
Fax: 523-11308
Products: cod roe, herring

FESTAB, FELDT & STENMAN AB & CO. KB
Box 23,
S-456 01 Kungshamn,
Sweden
Tel: 42171
Fax: 523-32726
Tel: 523-37100
Products: frozen shellfish, salmon, lumpfish roe

FISHERIES MANAGEMENT & SUPPLY CO.
Box 6511,
S-250 06 Helsingborg, Sweden
Tel: 42-149460
Telex: 42-113511
Products: fresh and frozen fish

FRIFOOD AB
Box 4,
S-438 01 Landvetter, Sweden
Tel: 31-919000
Telex: 21589
Fax: 31-916513
Products: frozen seafood

G.B.SEAFOOD AB
Brunnbyv. 20,
S-152 73 Johanneshov, Sweden
Tel: 8-910330
Telex: 12493
Fax: 8-012737
Products: frozen seafood (incl. cooked)

HAVSPRODUKTER-SEAFOODS

Box 6115,
S-6000 06 Norrköping,
Sweden
Tel: 11-197490
Telex: 50973
Fax: 11-168840
Products: frozen seafood

ICA AB-FROZEN SEAFOOD DIVISION

Box 6187,
S-102 33 Stockholm,
Sweden
Tel: 19435
Fax: 8-343174
Tel: 8-7284000
Products: frozen seafood

JO FOOD AB

Box 8959,
S-402 74 Gothenburg,
Sweden
Tel: 27670
Fax: 31-232467
Tel: 31-235055
Products: frozen fillets, halibut, lobster, shrimp,
other seafood products

LARGUS SEAFOOD AB

Styrmansg. 14B,
S-114 54 Stockholm,
Sweden
Tel: 8-6636454
Telex: 10080
Fax: 8-6639646
Products: frozen fish and shellfish

LGB-SEAFOOD AB

Nybohovsbacken 97,
S-117 44 Stockholm,
Sweden
Tel: 8-185300
Telex: 19833
Fax: 8-7445950
Products: frozen fish and shellfish

MALINS FISK AB

Fiskhamnen,
S-414 58 Gothenburg,
Sweden
Tel: 31-427150
Telex: 21659
Fax: 31-129750
Products: frozen fish and shellfish, live lobster,
other seafood products

OLOFSSON & ANLSTROM FISK AB

Fiskhamnsg.,
S-414 58 Gothenburg,
Sweden
Tel: 31-129610
Telex: 27162
Fax: 31-425955
Products: fresh and frozen seafood

RÄKIMPORTEN AB

Grosshandlarv. 1,
S-121 73 Johanneshov,
Sweden
Tel: 8-7223050
Tel: 19868
Fax: 8-816467
Products: shellfish, primarily shrimp

SANNÄS RÄKOR AB

S-457 00 Tanumshede,
Sweden
Tel: 525-22165
Telex: 5188
Fax: 525-22535
Products: IQF cooked shrimp, shell-off

SEAMAR MARKETING AB

Box 10026,
S-181 10 Lidingö,
Sweden
Tel: 8-7670420
Telex: 1004
Fax: 8-76770423
Products: frozen shellfish

SEJRBO & SON AB

Dymöllan 2359,
S-264 00 Klippan,
Sweden
Tel: 435-15201
Products: eel

SVENSK-NORSKA HANDELSKOMPANIET AB

Kavelg. 14,
S-890 23 Sjölevad, Sweden
Tel: 660-46530
Telex: 6075
Fax: 660-48476
Products: frozen fish, processed shellfish

T. WINBERG AB

Box 53109,
S-400 15 Gothenburg, Sweden
Tel: 31-165000
Telex: 20964
Fax: 31-160203
Products: seafood

UHLÉN & NORD AB
Brunnbyvagen 20,
S-121 73 Johanneshov,
Sweden
Tel: 8-910430
Telex: 17669
Products: frozen fish, processed shellfish, other
seafood products

UNITED NORDIC INC AB/DAGAB
Anderstorpsvagen 22,
S-171 78 Solna,
Sweden
Tel: 8-7344200
Telex: 17410
Fax: 8-7357756
Products: frozen fish, processed shellfish, other
seafood products

FOR FURTHER INFORMATION:

Canadian Embassy
Tegelbacken 4, 7th Floor,
P.O.Box 16129,
Stockholm
Kingdom of Sweden
Tel:(011-46-8) 23-79-20
Telex: 10687
Fax:(011-46-8) 24-24-91
Mrs. U. Hansson
Commercial Officer

SWITZERLAND

In 1987, total fish imports amounted to 56,910 metric tonnes valued at approximately \$738 million Cdn. Imports from Canada were 2,576 metric tonnes valued at approximately \$46 million Cdn (Canada's market share is 6.3 per cent in terms of value). The best prospects for Canada exist for frozen/fresh perch fillets, pacific salmon (frozen), shrimp (frozen and canned), lobster fresh and frozen in brine. The total local catch in 1987 was 1,720 metric tonnes valued at approximately \$10 million Cdn. The total local catch in 1988 was 1,916 metric tonnes valued at \$10 million Cdn. (The value is equal to the revenue of fishermen). Whitefish and perch account for approximately 40 per cent each in terms of value. Total Swiss consumption of seafood in 1987 was 53,133 metric tonnes, making per capita consumption equal to 7.9 kilos. Total consumption in 1988 was 51,506 metric tonnes, making per capita consumption equal to 7.7 kilos. Swiss production accounting for 8 percent of the total.

Swiss importers are quite prepared to enter into exclusive agency agreements. They also accept direct sales with the understanding that the Canadian exporter is reliable and can guarantee a continuous supply allowing the Swiss importer to satisfy the requirements of his clientele. There are no barriers with respect to the importation of fresh and frozen fish. Most species are imported duty free by licenced Swiss importers. A VAT tax of is applicable. However, as of January 1989 a "public health certificate for the importation of fish preparations, crustaceans, molluscs, sea urchins and products thereof" (certificat de salubrite) is required.

MAJOR SWISS SEAFOOD IMPORTERS

CASIC

Purchasing Organization for Comestibles
Muenschensteinstr. 83,
CH-4002 Basel, Switzerland
Contact: Mrs. Claudine Grollimune
Tel:(61) 50 27 26
Telex: 962 252 CASI CH
Fax:(61) 50 26 12
Products: perch fillets fresh/frozen, frozen
salmon, cocktail shrimp, king crab meat

CONNESA S.A.

Laufenstrasse 12,
CH-4053 Basel, Switzerland
Contact: Mr. Juerg Scherrer
Tel:(61) 50 68 68
Telex: 963 040 CONS CH
Fax:(61) 50 14 53
Products: live lobster, white perch fillets

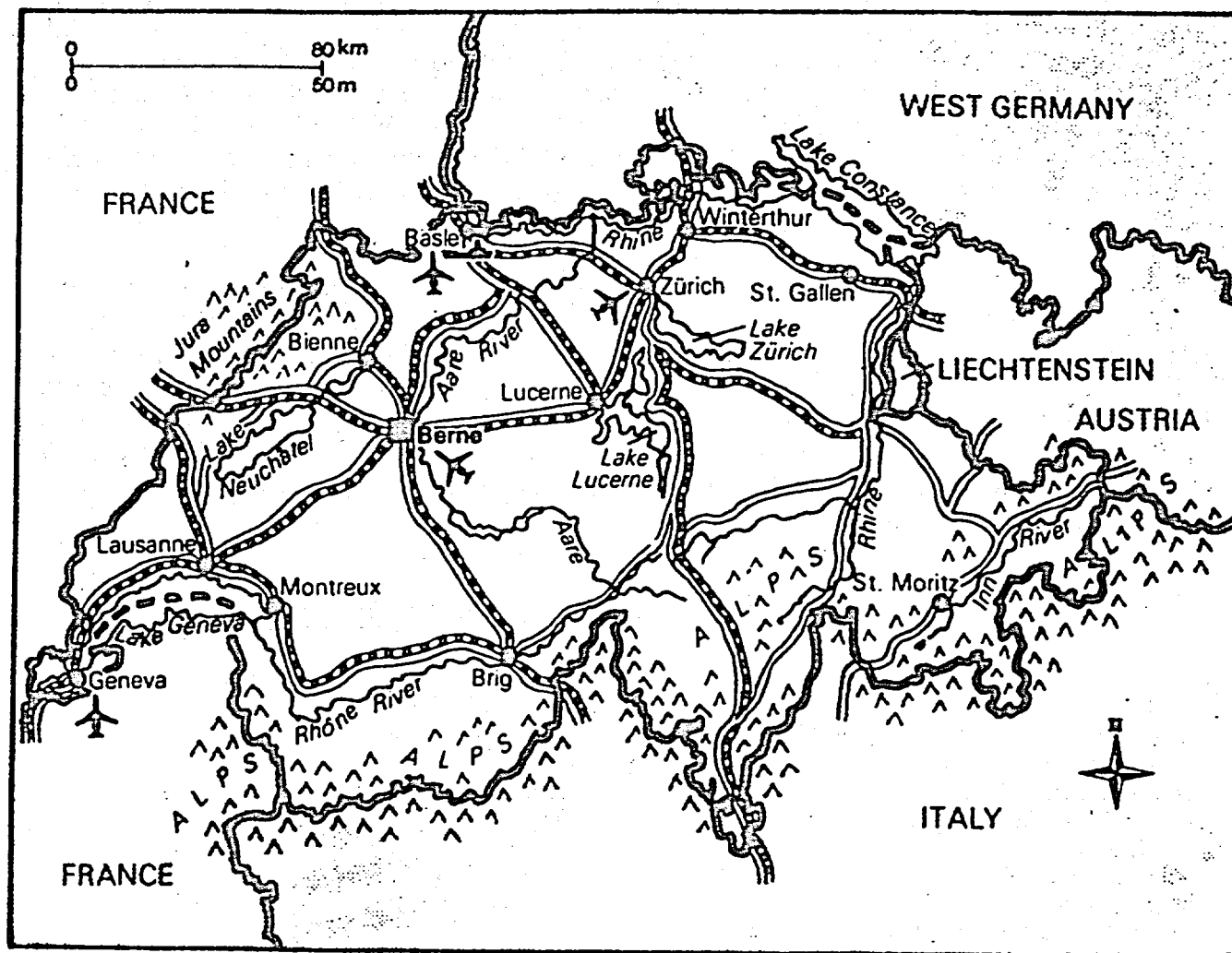
COOP SCHWEIZ

Thiersteinallee 14,
CH-4056 Basel, Switzerland
Contact: Mr. Hans Sutte
Tel:(61) 20 61 11
Telex: 962 133 COOP CH
Fax:(61) 20 62 42
Products: salmon

COREMA FROZEN SEAFOODS S.A.

Rue Blavignac 5-10,
CH-1227 Geneva/Garouge, Switzerland
Contact: Mr. Edmond E. Montan
Tel:(22) 43 00 27
Telex: 427 067 COR CH
Fax:(22) 42 83 02
Products: shrimp, greenland turbot, ocean perch,
cod fillets, snow crab, lobster, walleye fillets,
sauger fillets, northern pike and fillets

SWITZERLAND



Vancouver +9hr Ottawa +6hr Halifax +5hr

DELFIH AG
Wauptstrasse,
CH-9556 Affeltrangen, Switzerland
Contact: Mr. A. Buschauer
Tel:(73) 45 14 77
Fax:(73) 45 15 54
Products: salmon

DYHRBERG AG
Solothurnerstrasse 40,
CH-4710 Klus/Balsthal,
Switzerland
Contact: Mr. L. Belser
Tel:(62) 71 40 71
Telex: 982 819 DYHR CH
Fax:(62) 71 37 75
Products: salmon

FEDERATION OF MIGROS COOPERATIVE
Limmststrasse 152,
CH-8005 Zurich, Switzerland
Contact: Mr. E. Freitag
Tel:(1) 277 24 35
Telex: 823 30 026
Fax:(1) 277 25 25
Products: cod, salmon, shrimp, halibut, perch
fillets, lobster

GEFLUEGEL & WILDIMPORT AG
Neudorstrasse 90,
CH-4056 Basel, Switzerland
Contact: Mr. Paul Siegenthaler
Tel:(61) 57 78 78
Telex: 962 249 GWI CH
Fax:(61) 57 55 51
Products: salmon, grey sole fillets, perch fillets,
other seafood products

GOTTFR. HIRTZ AG
Food Imports,
Im Schossacker 9,
CH-8600 Duebendorf, Switzerland
Contact: Mr. Toni Ten
Tel:(1) 821 12 21
Telex: 825 350
Fax:(1) 821 12 90
Products: canned lobster, crabmeat

GRFISCHUNA
Fleischtrocknerei Churwalden AG
Schulhausstrasse 42,
CH-8002 Zurich, Switzerland
Tel:(1) 202 62 02
Telex: 815 675 GRIZ CH
Fax:(1) 201 43 86
Products: salmon

GUSTAV GERIG AG
Hardturmstrasse 169,
CH-8005 Zurich, Switzerland
Contact: Mr. Peter Baldinger
Tel:(1) 271 32 40
Telex: 823 965 GGAG CH
Fax:(1) 271 32 40
Products: canned lobster, canned shrimp

IMCO AG
Fish and Comestibles
Zuerichstrasse 77,
CH-8134 Adliswil, Switzerland
Contact: Mr. B. Braschler
Tel:(1) 712 24 90
Telex: 826 701 IFI CH
Fax:(1) 712 22 56
Products: perch fillets, lobster

INDU-FARM AG
Parkweg 35,
P.O. Box 3356,
CH-4002 Basel, Switzerland
Contact: Mr. M. Seymer
Tel:(61) 23 95 77
Telex: 962 531 IF CH
Fax:(61) 23 91.79
Products: walleye fillets, arctic char steaks &
fillets, pickerel fillets IQF

LOBSTAIR AG
Langwattstrasse 27,
CH-8125 Zollikerberg, Switzerland
Contact: Mr. Claude Haari
Tel:(1) 391 91 60
Telex: 816 913 HARI CH
Fax:(1) 391 27 96
Products: live lobster

MAGAZINE ZUM GLOBUS
Eichstrasse 27,
CH-8045 Zurich, Switzerland
Contact: Mr. F. Wey
Tel:(1) 463 44 11
Telex: 813 282 GLO CH
Fax:(1) 463 35 02
Products: seafood

MEP S.A.
P.O. Box 21,
CH-1267 Coinsins/vd
Contact: Mr. Marcel Perrenoud
Tel:(22) 64 42 77
Telex: 419 602 MEP CH
Fax:(22) 64 46 82
Products: shrimp, perch fillets, salmon

MOEVENPICK PRODUKTIONS AG

Zuerischerstrasse 77,
CH-8134 Adliswil, Switzerland
Contact: Mr. O. Forter
Tel:(1) 712 22 22
Telex: 826 717 MPLA CH
Fax:(1) 712 22 56
Products: salmon

MULHAUPT COMESTIBLES

Chemin des Planchettes 5,
CH-1032 Romanmans/Lausanne, Switzerland
Contact: Max & Jean Mulhaupt
Tel:(21) 731 43 43
Telex: 459 385
Fax:(21) 731 43 58
Products: white halibut, sea urchins, perch fillets

PRIONOR AG

Peter-Merian-Strasse 45,
CH-4002 Basel, Switzerland
Contact: Mr. Nick
Tel:(61) 22 28 30
Telex: 962 578 FRIO CH
Fax:(61) 23 18 36
Products: perch, river perch, shrimp

FOR FURTHER INFORMATION:

Canadian Embassy
Kirchenfeldstrasse 88, CH-3005,
Berne, Switzerland
Tel:(011-41-31) 44-63-81
Telex: 911308
Fax:(011-41-31) 44-73-15
Mr. Werner Naef
Commercial Officer

SIBNER WEGNER RAW METERIALS LTD

Wiesenstrasse 8,
CH-6022 Zurich, Switzerland
Contact: Mr. Alfred Blattmann
Tel:(1) 386 73 20
Telex: 816 988 31
Fax:(1) 69 16 63
Products: perch, pickerel

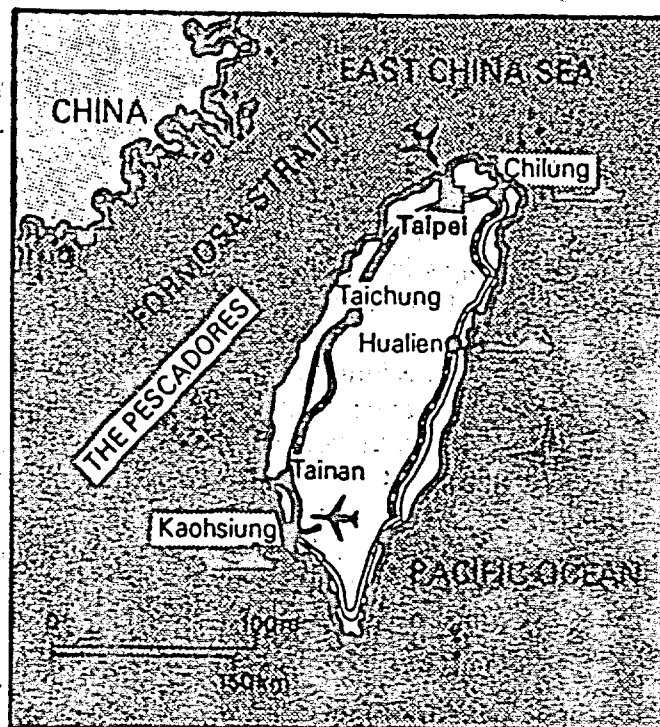
STADEL-FISCHIMPORT

Inh. Wohlwender & Slegrist
Wallstrasse 11,
CH-4002 Basel, Switzerland
Contact: Mr. Othmar Wohlwender
Tel:(61) 35 25 15
Telex: 962 232 FISH CH
Fax:(61) 23 25 20
Products: frozen salmon, shrimp, frozen ocean perch

TOP COQ S.A.

Noudorfstrasse 90,
CH-4002 Basel, Switzerland
Contact: Mr. Walter Herrlich
Tel:(61) 57 18 88
Telex: 963 357 COQ CH
Fax:(61) 57 88 37
Products: perch fillets fresh/frozen, salmon, cocktail shrimp

TAIWAN



Vancouver -10hr Ottawa -13hr Halifax -14hr

TAIWAN

With a population of over 20 million, Taiwan is one of the world's most densely populated areas. In 1989, Taiwan's economy had a Gross National Product of \$150.2 billion US, while per capita income stood at a very substantial \$6,873 US. The \$118.5 billion in total trade and its \$66.3 billion in exports placed Taiwan 13th among all trading nations in the world. Surrounded on all sides by ocean, seafood is a normal daily diet in the Taiwanese family. In 1988, per capita annual fish consumption was 45.83 kilograms; and the self-sufficiency rate for fish in Taiwan was 131.56 percent. Local fishery production was 1,360,867 metric tonnes in 1988 and 1,371,681 metric tonnes in 1989.

Imports of fishery products in 1988 equalled \$117 million US and, in 1989, totalled \$114.8 million. The majority of frozen salmon imports are sold to western style restaurants and, the salted salmon are usually served with rice gruel in breakfast at home. Other fish are sold both in supermarkets and at the local wet fish market, while live lobster is mainly supplied to seafood restaurants. The highest demand for seafood in this market is for high quality fishmeal for feed purposes. In 1989, Taiwan imported 360,000 tons of high quality white fishmeal to feed eel, shrimp, hogs and chickens. Currently, approximately 72 percent of imported white fishmeal comes from Finland.

Tariff reductions have taken place in Taiwan over the last few years due to its trade liberalization policies. A new round of tariff cuts is expected in early 1991. Tariff rates for fish and fish products range between 15-50 percent. There are import restrictions governing the importation of fishery products: an import permit is required, licensed by an authorized bank; importation is limited to commodities procured from areas other than districts infected with cholera; and imported goods will be taxed and released only after being approved by the port quarantine section of the Department of Health.

MAJOR TAIWAN SEAFOOD IMPORTERS

AN SHUN ICE WORKS
800, Hsiaq Tung,
Hsiao Tung Liao Nan-Chen,
Yun Lin Hsien, Taiwan
Contact: Mr. Lin
Fax: 886-55-962242
Products: capelin, turbot

B.L.L. CORPORATION LIMITED
9/F-8, 100 Lin Sen North Road,
Taipei, Taiwan
Contact: Mr. James Chang
Fax:(02) 5616588
Products: dried cuttlefish, dried squid

BEISUN DEVELOPMENT CORPORATION
280 Jen Yi Street,
Kaohsiung 80121, Taiwan
Contact: Mr. William Lin
Tel:(07) 201-7121
Telex: 71210 BEISUN
Fax: 886-7-2316707
Products: capelin, seafood

CHANGS INTERNATIONAL
583 Minchuan East Road
Taipei, Taiwan
Contact: Mr. Frank Chang Jr.
Tel:(02) 713-9363
Fax: 886-2-7058954
Products: Canadian seafood

CHANNELWISE INTERNATIONAL COMPANY
7/F, 407-1 Jen Ai Road, Section 4,
Taipei, Taiwan
Contact: Mr. William Hung
Tel:(02) 751-2161
Telex: 10449 WANDHUNG
Products: capelin, seafood

GOLDEN LUCK INDUSTRIES CORPORATION
Room 1107, 46 Min Shen East Road,
Taipei, Taiwan
Contact: Mr. John Tu
Tel:(02) 531-8991
Telex: 20607
Products: seafood

GOLDEN PENTAGON INTERNATIONAL LTD.
7/F, No.36, Section 2,
Nanking East Road
Taipei, Taiwan
Contact: Mr. Edward S.F. Tou
Tel:(02) 543-5953
Fax: 886-2-5214790
Products: seafood

HAIN HAN ENTERPRISES COMPANY LTD.
1/F, 24-56 Cheng Hsin Road, Keelung
Taipei Hsien 20114, Taiwan
Contact: Mr. Lung-Lui Shih
Fax:(032) 230484
Products: dried scallop

HANSARD COMPANY LIMITED
5/F, 11, Lane 10, Fu-Kuei Street,
Hsin-Tien City
Taipei, Taiwan
Contact: Mr. Frank Wong
Tel:(02) 210-1142
Products: sea cucumber intestines, horse clam,
mouth of clam, cooked lobster

HOPE SING TRADING COMPANY LIMITED
119 Ti-Hua Street, Section 1,
Taipei, Taiwan
Contact: Mr. Roger Cheng
Telex: 25075
Fax:(02) 5218812
Products: dried seafood

HPB INTERNATIONAL LIMITED COMPANY
P.O. Box 38-369,
Taipei, Taiwan
Contact: Mr. Oscar Hsue
Tel:(02) 240-6532
Fax: 886-2-240-8019
Products: sea cucumber intestines

HSIN YEN TRADING COMPANY LIMITED
107 Chang Lo Street,
Tainan, Taiwan
Contact: Mr. C.Y. Wu
Tel:(06) 222-7571
Products: frozen seafood

HUANG SHUN HSING TRADING COMPANY
26-1, Lane 35, Chung-Gi Street,
Chi-Du, Keelung, Taiwan
Contact: Mr. Chung-Tad Huang
Tel:(032) 56-5779
Products: seafood

HUAY ERL CHYANG ENTERPRISE LIMITED
P.O. Box 87-175,
Taipei, Taiwan
Contact: Mr. Park Hong
Fax:(02) 7600854
Products: all kinds of dried seafood

**JEANAX INTERNATIONAL (TAIWAN)
COMPANY LIMITED**
No.8, Lane 395, Min Shen North Road,
Section 1, Kue-Shan Villa,
Taoyuan Hsien, Taiwan
Contact: Mr. Edward Jean
Fax:(03) 3373026
Products: dried seafood, lobster, mullet roe, etc.

LAI LEE TRADING COMPANY LIMITED
36, Lane 233, Section 2,
Chung-Yi Road,
Tainan, Taiwan
Contact: Mr. Chu-Hsiung Lin
Tel:(06) 222-9714
Fax: 886-6-2244325
Products: frozen seafood

LEACHWIN CORPORATION
P.O. Box 24-427,
Taipei, Taiwan
Contact: Mr. Robert Chen
Tel:(02) 321-5303
Telex: 25383 SEYYA
Fax: 886-2-3913641
Products: cod, sea cucumber, seafood

LIAN HUNG TRADING COMPANY LIMITED
145 Shin Mei Street
Tainan, Taiwan
Tel:(06) 226-3455/6228
Fax: 886-6-2260685
Products: capelin

LUCKY STRIKE TRADING COMPANY LIMITED

70, Lane 211, Hsin Lo Street,
Feng Shan City
Kaohsiung Hsien, Taiwan
Contact: Mr. Wen-Yu Chang
Tel:(07) 521-0167
Products: frozen cod

PONT-NEUS LIMITED

Room 7, 6/F,
International Trade Center
46 Hung Shan North Road, Section 2,
Taipei, Taiwan
Contact: Ms. Jane Lin
Tel:(02) 571-6085
Telex: 25638 PONTNEUF
Fax: 886-2-5615963
Products: capelin, sea cucumber, fishmeal

PROCITY TRADING COMPANY LIMITED

3/F, No.35, Lane 41,
Chun Yuan Road, Shin-Pei-Tou,
Taipei, Taiwan
Contact: Mr. Johnson Yu
Tel:(02) 891-6235
Products: seafood

SEAGULL INTERNATIONAL TRADING COMPANY LIMITED

2, Lane 209, Yu Kuan Road,
Feng Shan City
Kaohsiung Hsien, Taiwan
Contact: Mr. Lung-Hsiung Wu
Tel:(07) 561-0136
Telex: 72584 SEAGULL
Products: frozen abalone, topshell, locco, crab

FOR FURTHER INFORMATION:

Canadian Trade Office
13/F, 365 Fuhshing North Road
Suite 707, Bank Tower,
Taipei, Taiwan
Tel:(011-886-2) 713-7268
Telex: 29484
Fax:(011-886-2) 712-7244
Mr. Stephen Chen
Commercial Officer

SHIFU INTERNATIONAL ENTERPRISE COMPANY LIMITED

4/F, 25, Lane 291, Section 1,
Kien Kwo South Road
Taipei 10630, Taiwan
Contact: Mr. Jen-Hong Hsu
Tel:(02) 703-5271
Telex: 71210 BEISUN
Fax: 886-2-7252347
Products: lobster, seafood

SUNWAY FASHION CORPORATION

11/F-3, No.398,
Keelung Road, Section 1,
Taipei, Taiwan
Contact: Mr. Fret Chen
Tel:(02) 709-5790
Fax: 886-2-7045108
Products: sea fish

TONG GIAN TRADING COMPANY LIMITED

35, Lane 41, Section 2,
Hsin Sheng North Road
Taipei, Taiwan
Contact: Mr. T.S. Lee
Tel:(02) 541-0865
Telex: 26732 TONGIAN
Fax: 886-2-5413097
Products: live sea-water fish

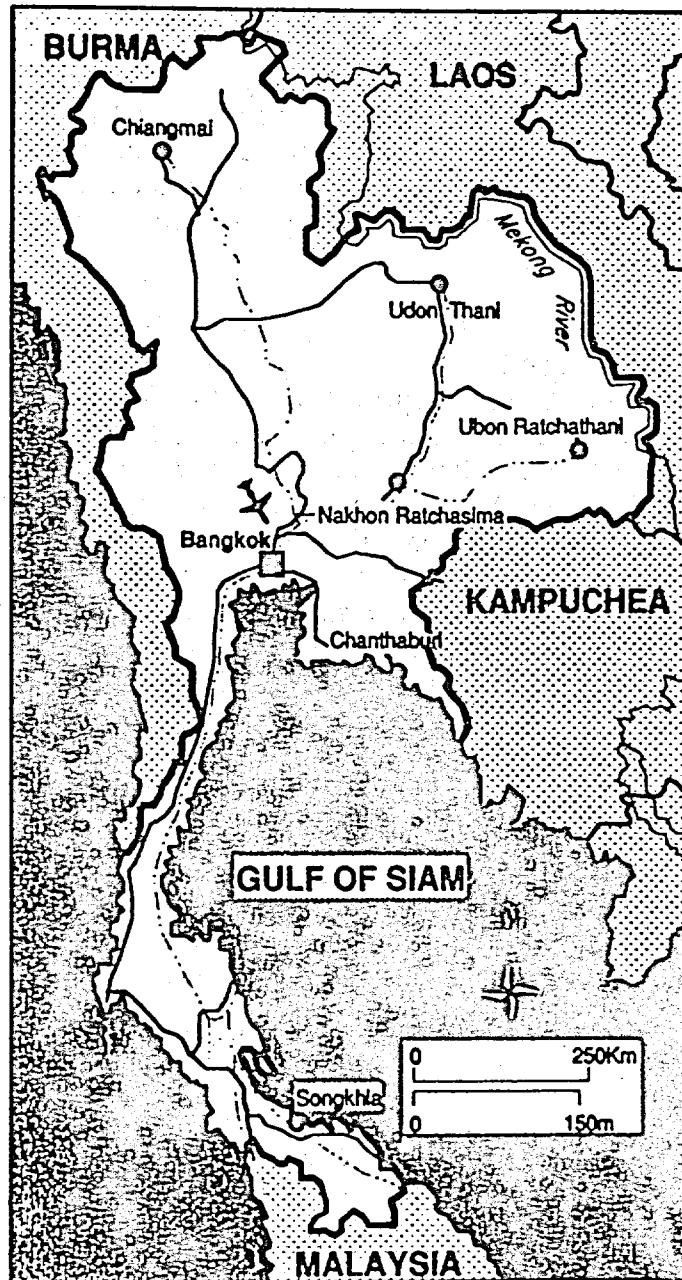
TOP OCEAN DEVELOPMENT CORPORATION

17, Alley 29, Lane 372, Section 5,
Chung Hsiao East Road
Taipei, Taiwan
Contact: Mr. C.S. Chao
Tel:(02) 763-9057
Telex: 13475 KINTRON
Fax: 886-2-5717964
Products: live hard clam

YU MEI TRADING CORPORATION

12/F-1, 41 Nan Ning Road
Taipei, Taiwan
Contact: Mr. Sung-Shiung Tai
Tel:(02) 306-8187
Telex: 12648 YUMEI
Fax: 886-2-3024985
Products: live sea-water fish

THAILAND



Vancouver -9hr Ottawa -12hr Halifax -13hr

THAILAND

Thailand is one of the top ten countries in world fishery production. The catch is sufficient to meet domestic demand and to feed export-oriented industries. In fact, exports of fishery products are now ranked among the top five export items of the country. In 1989, Thailand exported frozen/preserved fish with a total value of approximately \$60 million to Canada, of which 80 percent was canned tuna and the rest was both frozen and canned shrimp.

There is small volume of imports of smoked and chilled salmon into Thailand, primarily for institutions such as first-class hotels and restaurants. All foods imported into Thailand require approval from the Thailand Food and Drug Administration. To comply with the rules and regulations, importers must comply with the following procedures: a) Apply to get an import permit for each product from the Thailand FDA which normally takes 60 days; b) The product must be registered with the Thailand FDA by sending samples to the Department of Medical Science for testing. After that, importers must submit to the Thailand Food and Drug Administration for final approval the results of the testing report along with a sample label which contains: I) type of product II) country of origin/name of manufacturer, III) name of distributor, IV) volume and content of product. Approval normally takes approximately 60 days.

MAJOR THAI SEAFOOD IMPORTERS

CHARN INTERNATIONAL AGENCIES LP.
175 - 7 Surawong Road
Bangkok, Thailand
Products: seafood

S C P COMPANY LIMITED
1041 Paholyothin Road
Bangkok, Thailand
Products: seafood

CHOICE FOODS THAILAND LIMITED
595/11 Soi 33/1 Sukhumvit 9,
Bangkok 10110, Thailand
Contact: Mr. Robert Coombes
Fax:(662) 258-5090
Products: seafood

SIAM FOOD SERVICES LIMITED
75 Soi Roobia Sukhumvit 42,
Bangkok 10110, Thailand
Contact: Mr. Ron Armstrong
Fax:(662) 381-1525
Products: seafood

GOLDEN HORSE COMPANY LIMITED
50/3 Soi Akamai,
Sukhumvit Road
Bangkok, Thailand
Products: seafood

SIAM MAKRO LIMITED
187 Moo 2,
Lardprao Road,
Klong Chan, Bangkok
Bangkok 10240, Thailand
Contact: Mr. Vaipoch Vongvongpop
Fax:(662) 375-2789
Products: seafood

OSLANDSALES COMPANY LIMITED
1/7 Sriboonruang Building,
Silom, Bangkok, Thailand
Products: seafood

SRIISARA COMPANY LIMITED

1294 - 6 Songwad Road
Bangkok, Thailand
Products: seafood

THAI SERI COLD STORAGE COMPANY LIMITED

1575 Charoennakorn Road
Bangkok, Thailand
Products: seafood

THE GOVERNMENT COLD STORAGE ORGANIZATION

167 Soi Mitphadung
New Re., Bangkok, Thailand
Products: seafood

UNIQUE GOODWILL COMPANY LIMITED

898 - 900 Soi Paovaprasit
Songwad Road
Bangkok, Thailand
Products: seafood

FOR FURTHER INFORMATION:

Canadian Embassy
The Boonmitr Building, 11th Floor,
P.O.Box 2090, 138 Silom Road,
Bangkok 10500,
Kingdom of Thailand
Tel:(011-66-2) 234-1561/8
Telex: 82671
Fax:(011-66-2) 236-6463
Mr. David B. McKinnon
Third Secretary (Commercial) and
Vice-Consul

V.C. SUPERMART COMPANY LIMITED

23/3 Saladaeng 1,
Silom Road
Bangkok 10500, Thailand
Products: seafood

VELA COMPANY LIMITED

120 Kasem Kit Building
Floor 9, Silom Road
Bangkok, Thailand
Products: seafood

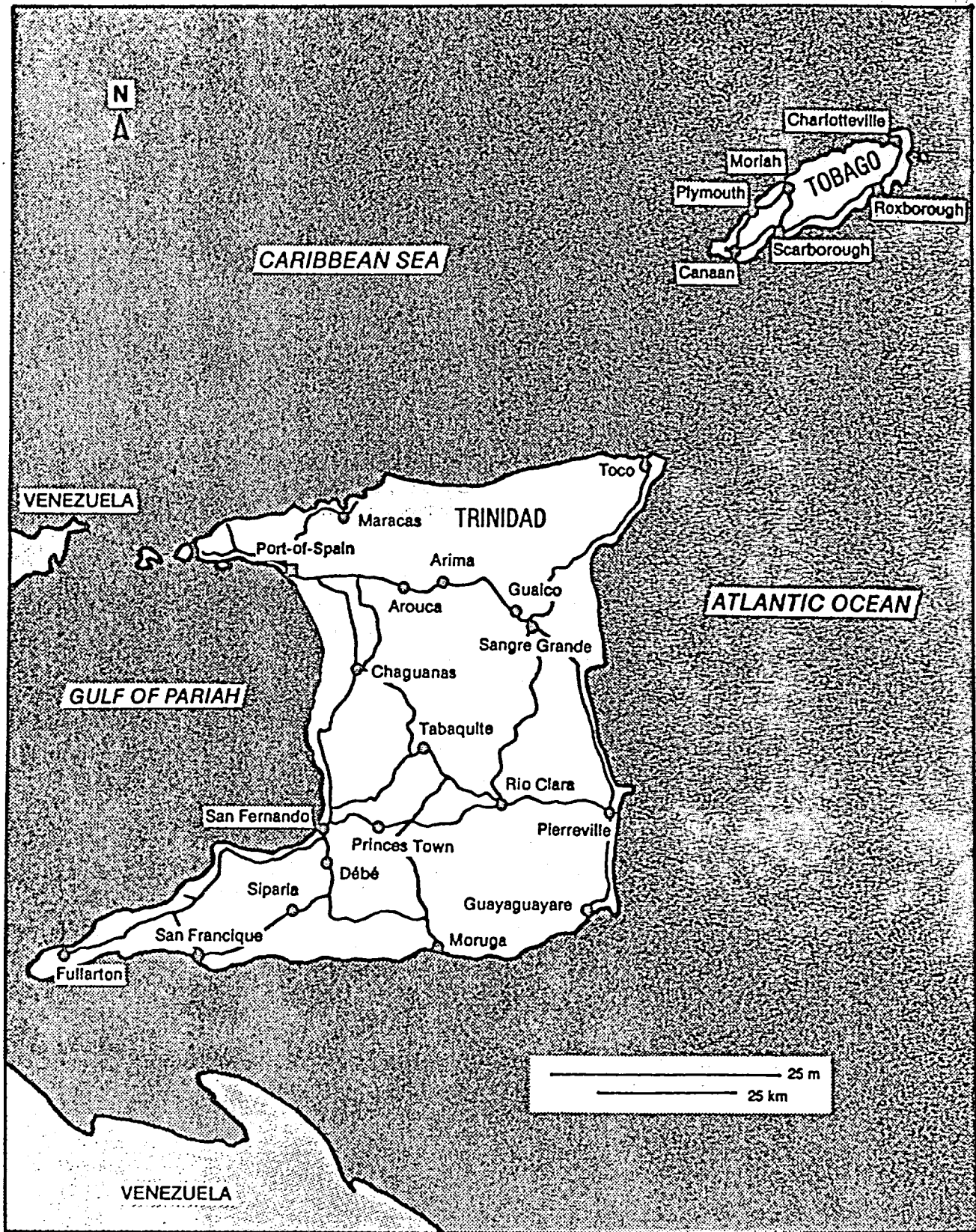
WORLD ARABIAN THAI INTERTRADE COMPANY LIMITED

302/93-5 Taveemitr Hacienda,
Rama 6 Road,
Bangkok 10501, Thailand
Contact: Mr. Barrie Quatermain
Fax:(662) 247-1865
Products: seafood

YOO YONG LP.,

1244 - 50 Songwad Road
Bangkok, Thailand
Products: seafood

TRINIDAD AND TOBAGO



Vancouver +4hr Ottawa +1hr Halifax +/-0hr

TRINIDAD AND TOBAGO

Trinidad and Tobago are comprised of islands of an archipelago, thus they possess an exclusive economic zone (EEZ), the size and boundaries of which have still to be determined by international negotiation (all its neighbours are less than 200 nautical miles away). In order to tap the country's marine resources a higher level of capital investment in fishing vessels and equipment is required.

The market for fish and fish products in Trinidad and Tobago has been dominated by Canadian products for many years. At certain times, Canada has controlled between 80-90 percent of the market in Trinidad and Tobago, and this continued up to the early 1980s. However, due to the downturn of the economy in Trinidad and Tobago; the increasing number of unemployed; devaluation of Trinidad-Tobago dollar in December 1985; introduction of form ECO (ie permission to buy foreign exchange); the further devaluation of the Trinidad-Tobago dollar in August 88; and price increases in most products and services. In recent years the disposable incomes of consumers in Trinidad-Tobago have been greatly reduced.

With the introduction of a 12 percent stamp tax and an increased purchase tax in the 1988 budget, the average consumer has had to be very careful with the little money he has available. Thus since 1982, there has been a movement towards consumption of less expensive food products. With salted fish selling above Trinidad-Tobago \$12.00-15.00 per lb presently, the buying public is now purchasing less expensive items such as chicken and pork instead.

For years now, the National Fish Company Limited has been experimenting with shark as a species for salting, with some success. In addition, local fish wholesalers have carried out salting of other species with varying degrees of success. Such salted fish products have been appearing in local supermarkets. The manufacturers have formed an organization, the Salted Fish Producers Association of Trinidad and Tobago. The Industrial Development Corporation (IDC), which is a government statutory board responsible to the Ministry of Industry, Enterprise and Tourism, is now cooperating with the association with a view of developing the local salt fish industry. In addition, in June 1988, salted fish and other fish products were placed on a negative list and, therefore, all importers are required to obtain an import licence. As a result of these circumstances, future Canadian exports to this market will be reduced. However, the International Monetary Fund agreement requires the Trinidad-Tobago government to remove all items from the negative list, and to replace them with increased tariffs. In the short-term, Canada will retain a share of the salted fish market and if the economy improves, there could be an increase in demand in the future. However, it will be a wait and see situation depending on the success of the local products.

MAJOR TRINIDAD AND TOBAGO SEAFOOD IMPORTERS

AAKANSON TRADING COMPANY LIMITED

23 Bejucal Rd
Cunupia, Trinidad and Tobago
Tel:(809) 665-3078/79
Fax:(809) 665-9914
Contact: Mr. Naieen Khan
Products: salted cod, hake, pollock cusk, smoked herring, canned mackerel, sardines

ALBROSCO LIMITED

139/141 Belmont Circular Rd.
Belmont, Port of Spain
Trinidad and Tobago
Tel:(809) 624-4451/7032
Fax:(809) 624-1427
Contact: Mr. Christopher Aleons
Products: salted cod, hake, pollock, herring

ALSTONS MARKETING LIMITED

Endeavour Rd and Butler Highway
Chaguanas Trinidad and Tobago
Tel:(809) 671-2713/20
Telex: 28011 AMCO WG
Fax:(809) 671-2857
Contact: Mr. Bernard D'Abadie
Products: salted cod, smoked herring, canned sardines, tuna and mackerel.

DEREK JOSEPH AGENCIES LIMITED

25 Quamina Street
St James
Port of Spain, Trinidad and Tobago
Tel:(809) 622-3827
Fax:(809) 622-5910
Contact: Mr. Derek Joseph
Products: salted cod, pollock

FOR FURTHER INFORMATION:

Canadian High Commission
Huggins Building,
72 South Quay,
P.O.Box 1246,
Port-of-Spain,
Republic of Trinidad and Tobago
Tel:(809) 623-7254
Telex: 22429
Fax:(809) 624-4016
Mr. J. Bruce Motta
Counsellor (Commercial)

ELTON NIVET IMPORTERS LIMITED

8 Henry Street
Port of Spain
Trinidad and Tobago
Tel:(809) 623-3018/19
Contact: Mr. Fulton Nivet
Products: salted cod and hake, smoked herring

GOPIE SAMLAL

Silver Mill Street
San Juan
Trinidad and Tobago
Tel:(809) 638-5440
Fax:(809) 674-4160
Products: salted cod, hake and bloaters

TRINIDAD DISTRIBUTORS LIMITED

Morne Coco Road,
Alyce Glen, Diego Martin
Trinidad and Tobago
Tel:(809) 632-0014/0018
Fax:(809) 637-6991
Contact: Mr. Anthony Proudfoot
Products: salted cod, smoked herring, canned sardines, tune, mackerel

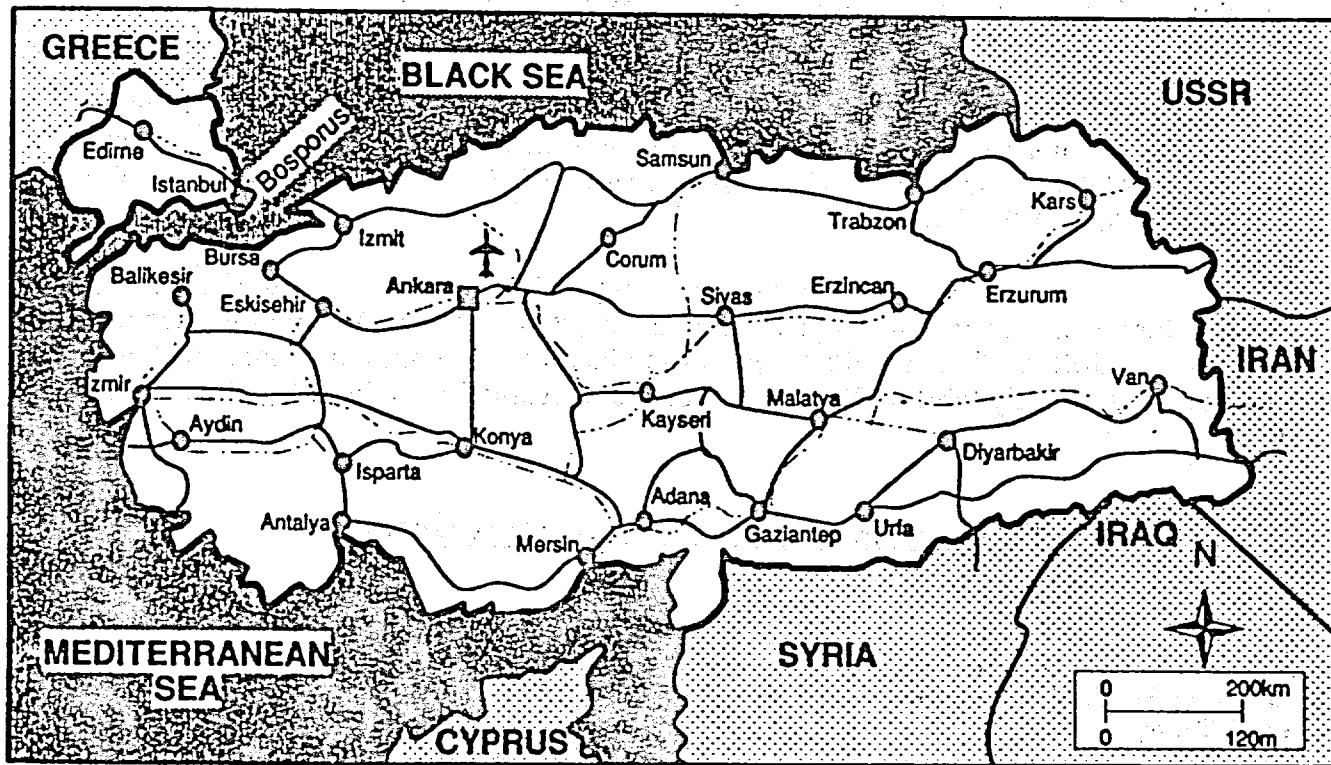
TRINIDAD IMPORT AND EXPORT COMPANY LIMITED

1 Abercromby Street
Port of Spain, Trinidad and Tobago
Tel:(809) 624-3710/625-4221
Fax:(809) 625-4778
Contact: Mr. Anthony Arrindell
Products: salted pollock

V SEE TAI

43 Pembroke Street
Port of Spain, Trinidad and Tobago
Tel:(809) 623-7194
Contact: Mr. Vivian See Tai
Products: salted cod

TURKEY



Vancouver +11hr Ottawa +8hr Halifax +7hr

TURKEY

Turkey's population is growing at an annual rate of 2.2 percent per year. Increasing population can create problems with respect to obtaining enough animal protein to ensure a well balanced diet. By developing the country's fisheries, part of the problem can be alleviated. Turkey is surrounded by sea on three sides and has a large network of inland waters. The fishery sector in Turkey still operates on a non-industrial basis due to the shortage of capital and technical expertise. Total fisheries production in Turkey in 1988 is estimated at 676,000 tons by the Organization for Economic Cooperation and Development (OECD). In recent years, the government of Turkey has taken action in an attempt to liberalize the Turkish fishery sector. According to the OECD, the fishery sector recorded an annual growth rate of only 3.53 percent over the period 1984-1987, compared with a forecast rate of 7.7 percent in the 5th Five-Year Development Plan (1984-1989).

Anchovy accounts for approximately 50 percent of the domestic Turkish fisheries production. In the domestic market, 90 percent of the catch is consumed either fresh or chilled. The most likely species for increasing Canadian exports to Turkey are crustaceans, namely lobster. Turkish importers of seafood usually pay with a letter of credit.

MAJOR TURKISH SEAFOOD IMPORTERS

BASBAR DIST. TIC CORPORATION
Buyukhamam Sokak 24/10 Uskudar,
Istanbul, Turkey
Telex: 29416
Products: crustaceans

BAYSOY GIDA URENLERI TIC VE CORPORATION
Ankara Caddesi Ustun Apt. 101,
Kat 4 Bornova ,
Izmir, Turkey
Telex: 52840 BEY TR
Products: crustaceans

BEPA TIC IHTIYAC TUKETIM
Maddeleri Paz Ve Dag. Resadiye
Cad NR 68/B Rami
Istanbul, Turkey
Fax: 90-1-581-6906
Products: crustaceans

EDMAR SU URUNLERI DEGERLENDIRME CORPORATION
Bronz Sokak Basari,
Apt. 1/2 Tesvikiye
Istanbul, Turkey
Telex: 27359 EGAR TR
Products: crustaceans

ENTITE AS BUKRES SOK NR
19/6, Cankaya
Ankara, Turkey
Telex: 46527 RGDS
Products: crustaceans

GOLE IHRACAT VE TIC LIMITED
1378 Sokak 4/1,
Kordon Ishani Alsancak
Izmir, Turkey
Telex: 53732 GOCO TR
Products: crustaceans

GUNSU TARIM URUNLERI DEPOLAMA VE PAZ CORPORATION
Buyukdere Caddesi Tofas
Han 145/4 Zincirlikuyu
Istanbul, Turkey
Telex: 27207 EGFA TR
Products: crustaceans

GUREL DENIZ MAHSULLERI LIMITED
Ali Sami Yen Sokak Lale
Apt. NR 8D, 2 Gayrettepe
Istanbul, Turkey
Telex: 23191
Products: crustaceans

ISTANBUL DIST TIC VE PAZ LIMITED
Refik Saydam Caddesi
81/15 Sishane
Istanbul, Turkey
Telex: 24743 HADN TR
Products: crustaceans

IZMAN SU URUNLERI TIC VE SAN CORPORATION
Mithatpasa Caddesi 522/2,
Izmer, Turkey
Telex: 53047 KLASS TR
Products: crustaceans

KEMAL BALIKCILIK LIMITED
Meselik Sokak 32 Taksim
Istanbul, Turkey
Telex: 25199 FROG TR
Products: crustaceans

ORSAN LIMITED
Puyukdere Caddesi 6,
Inci Levent
Istanbul, Turkey
Telex: 27340 GIBT GR
Products: crustaceans

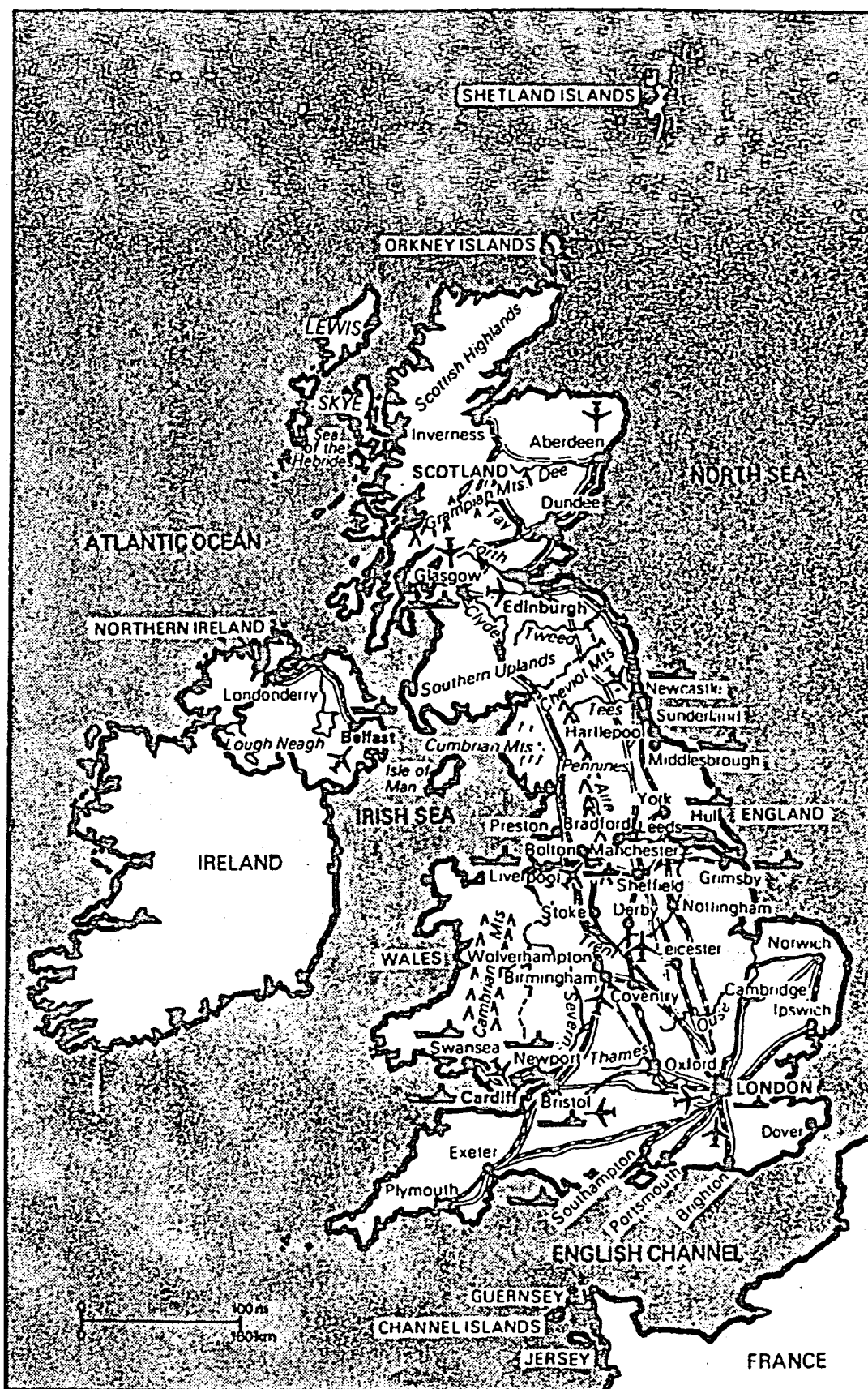
SUMAR SU URUNLERI SAN VE TIC CORPORATION
Yildiz Posta Caddesi
26/7B Gayrettepe
Istanbul, Turkey
Telex: 26471 SADI TR
Products: crustaceans

YALOVA ALTINBALIK LIMITED
Iskele Meydani Yalova
Istanbul, Turkey
Telex: 23476 KAYI TR
Products: crustaceans

FOR FURTHER INFORMATION:

Canadian Embassy
Nenehatun Caddesi 75,
Gaziosmanpasa,
Ankara, Republic of Turkey
Tel:(011-90-4) 136-1275
Telex: 42369
Fax:(011-90-4) 146-4437
Mr. Can Ozguc
Senior Commercial Officer

UNITED KINGDOM



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UNITED KINGDOM

The domestic fishery in the United Kingdom produces two thirds of total consumption. In addition, the domestic fishery provides income and employment to a number of people in many local ports, especially in the south west and on the east coast. By the end of 1988, the United Kingdom had a total of 7,767 vessels in the domestic fishery fleet, with 2,334 of those vessels based in Scotland. In the past, the domestic fishery has been adversely affected by the extension of territorial waters by other European nations, in addition to the consequences which has been created by overfishing in the area.

Canadian exporters sold \$110 million worth of fish, shellfish and products to the United Kingdom in 1988. More than half of that amount (\$61 million) was canned salmon, and sockeye accounting for the major part of the total. Canadian cod sales to the United Kingdom in 1988 were approximately \$19 million. The major forms were fillet and minced-blocks for further processing and skin-on fillet. The United Kingdom fish processing industry is very dependant on imported cod, with Iceland, Norway and Denmark being the main suppliers.

There is also a market for frozen salmon, largely for use in the smoking trade, with some \$5 million of sales from Canada in 1988. However, this fish is facing growing competition because of the increased availability of farmed fish from Norway and Scotland. By contrast, there is a minimal market for Canadian smoked salmon because the duty levels are relatively high and there is a consumer preference for the locally smoked product. Frozen crab sales are significant (\$7 million in 1988) and the Canadian trade in lobster was worth \$6 million in 1988, with live sales reaching \$4 million. The live lobster market is growing rapidly, albeit from a small base. In addition, approximately \$2.5 million worth of shrimp entered the United Kingdom from Canada in 1988. The United Kingdom is the biggest market in the world for cooked and peeled shrimp, but product in this category faces a high duty, whereas product from certain other non EEC countries enjoy preferential terms of access.

MAJOR UK SEAFOOD IMPORTERS

ABERDEEN PRIME FISH
73 Netherlands Road
Oakleigh Park,
Barnet, Herts EN5 1BS
Tel: 01-446-4148
Telex: 219979
Products: live lobster

ALASTAIR WATSON & COMPANY LIMITED
Units 9/10,
Rich Industrial Estate
Crimscott Street, London SE1
Contact: Mr. A.I. Watson
Tel: 01-232-0032
Telex: 894629 BROMB
Fax: 01-237-6173
Products: salmon

ALLAN & DEY
Raik Road
Aberdeen, Scotland AB9 2AG
Tel: 0224-581000
Telex: 73246/7
Fax: 0224 582617
Products: herring

ANCHOR SEAFOODS LIMITED
Devonshire House, Handcross,
West Sussex, RH17 6BJ
Contact: Edwin Young
Tel: 0444-400363
Telex: 87602 ANCR SF G
Fax: 0444-400949
Products: lobster, shrimp, salmon

ANGLESEY OYSTERS
Neillden,
Trearddur Bay, Anglesey
Contact: Mr. Neill
Tel: 0407-860312
Fax: 0625-586230
Products: crustaceans, molluscs, live lobster

ARCTIC SEAFAIR
Murray Street, Fish Docks
Grimsby
Contact: Mark Barford
Tel: 0472-344812
Telex: 527901
Fax: 0472-351745
Products: cod, dogfish

ASSOCIATED FISHERIES PLC.
16 Queen Anne's Gate
London, England SW1H 9AQ
Tel: (1) 222-0404
Fax: (1) 222-5231
Products: major fisheries processor and distributor

BARDS SMOKED SALMON LIMITED
2 alamans Way, Ferry Lane,
Rainham, Essex RM13 9UL
Contact: Mr. J. Bard
Tel: 04027-22533/4/5
Telex: 8951436 BARDS G
Fax: 04027-20735
Products: salmon

BEJAM FREEZER FOOD CENTRE
1 Garland Road,
Stanmore, Middlesex
Tel: 952-8311
Products: shrimp, lobster

BERWICK SALMON FISHERIES COMPANY LIMITED
1 Main Street,
Berwick-on-Tweed, TD15 1QY
Tel: (289) 74-74
Products: salmon and trout

BIRDS EYE FOODS LIMITED
Station Avenue,
Walton-on-Thames,
Surrey KT12 1NT
Contact: Arthur Bishop
Tel: 0932-228888
Telex: 261255
Products: frozen lobster, shrimp, cod, other seafood products

BLUECREST FOODS LIMITED
Auckland Road, Fish Docks
Grimsby, South Humberside
Contact: Mr. Beekin
Tel: 0472-345156
Telex: 527119
Fax: 0472-251867
Products: cod

BREKES FOODS LIMITED
Brekkes House,
Grimsby, South Humberside DN1 3PF
Tel: (472) 24-00-40
Telex: 527-910
Products: distributor of most fish products

BRITFISH LIMITED
Brighton Street
Hull, North Humberside
Contact: Mr. A. Wilson
Tel: 0482-224458
Telex: 525774
Fax: 0482-29170
Products: cod

C. & A. SEAFOODS
Office 88,
New Billingsgate Market
London E14
Tel: 01-515-9192
Products: live lobster

C.H. NYE LIMITED
53 New Billingsgate Market
London E14
Tel: 01-515-3798
Fax: 01-538-2413
Products: live lobster

CAMARA LIMITED

16-26 Bannery Street
London EC1Y 8QE
Contact: Mr. Saran
Tel: 071-253-0676
Telex: 21984
Fax: 071-253-3917
Products: mackerel

COLCHESTER OYSTERS FISHERIES LIMITED

North Farm, East Mersea,
Colchester, Essex CO5 8UN
Contact: R.C. Kerrison
Tel: 0206-384141
Products: crustaceans, molluscs, live lobster, seafood

EUROSEA LIMITED

4A Comet House,
Calleva Park,
Aldermaston, Reading,
Berkshire RG& 4QW
Tel: 07356-77241
Telex: 848819 EUROCG
Fax: 07356-6433
Products: salmon

FASTNET FISH

Alexandra Chambers
Murray Street, Grimsby
South Humberside DN31 3S
Contact: Peter Doswell
Tel: 0472-240777
Telex: 527303
Fax: 0472-241052
Products: frozen lobster and shrimp, cod, dogfish, silver hake

FISH PRODUCTS (GRIMSBY) LIMITED

Marsden Road Fish Docks,
Grimsby, South Humberside DN3 3SQ
Tel: (472) 58-535
Telex: 527150
Products: frozen fish and fish products, other seafood products

FREEBOOTER SEAFOODS LIMITED

Gothenburg Way,
Sutton Fields Industrial Estate
Hull, North Humberside HU3 2DB
Contact: Mr. N. Thomas
Tel: 0482-831176
Fax: 0482-878333
Products: cod

GLENROSE FISH MERCHANTS

West Dock Street
Hull, North Humberside HU3 4H
Tel: 0482 26802
Fax: 0482 226718
Products: silver hake

H.S. FISHING COMPANY LIMITED

Sutton Road
Great Yarmouth,
Norfolk NR30 3NA
Contact: Mr. J.B. Mowson
Tel: 0493-858119
Telex: 97390
Fax: 0493 859517
Products: herring, pickled herring in barrels

HALE'S SNAILS LIMITED

Sulby House,
North Street
Sudbury, Suffolk CO10 6RE
Contact: Nigel Bickerton
Tel: 0787-310800
Telex: 987506
Fax: 0787-310153
Products: lobster, shrimp, shellfish, snails, specialty seafood products, salmon, other seafood products

HARKIN SEAFOODS (UK) LIMITED

9 Fitzroy Place,
Glasgow, Scotland
Contact: B. Harkin
Tel: 041-221-4577
Telex: 779209
Products: frozen lobster and shrimp

HERRING BUYERS ASSOCIATION LIMITED

12 Newington Road
Edinburgh, Scotland EH9 1QS
Contact: Mr. E. Leedham
Tel: 031-667-0149
Telex: 727868
Products: represents herring buyers and circulates offers to members

ICELANDIC FREEZING PLANTS LIMITED

Estate Road No.2,
South Humberside Industrial Estate
Grimsby, South Humberside
Contact: Mr. B. Petursson
Tel: 0472-344181
Telex: 527457 ICEFIG G
Fax: 0472-356036
Products: cod

ISLAND PEARL
57-63 Churchfield Road
London W3 AUB
Contact: Mr. M. Thomas
Tel: 01-992-8668
Telex: 928519 ISLAND G
Products: dogfish

JOHN COULSON
Unit 7,
Northfields Lane Industrial Estate
Brixham, Devon TQ5 8A
Tel: 08045-58837
Telex: 42818 COULSN G
Fax: 08045-58837
Products: live lobster

JOHN KELLY (FISH CURERS) LIMITED
Newhaven Place
Edinburgh, Scotland EH6 4LX
Contact: Tom Kelly
Tel: 031-552-4222
Telex: 727230
Fax: 031-551-3152
Products: herring

KIBUN COMPANY (UK) LIMITED
Kibun House,
5-6 Bartholomew Place,
London, England EC1A 7HH
Tel:(1) 726-6801
Fax:(1) 726-2034
Products: fabricated and processed seafoods

LEATHAMS LARDER LIMITED
1 Bethwin Road
Camberwell, London SE5
Contact: Neil Towler
Tel: 01-703-7031
Telex: 8811311 LEATHM G
Products: live lobster, specialty seafood products

LIPSCOMBES
Shop Q12, The Quay,
Billingsgate Market
London E14 8ST
Tel: 01-987-1437
Telex: 94082774
Fax: 01-538-3368
Products: specialty seafood products

LOBSTERS LIMITED
Talina Centre, Unit 25,
Bagley's Lane, London SW6 2BW
Contact: Toni Lombardi
Tel: 01-731-0503
Products: lobster

LYNN & GIBSON (HOLDINGS) LIMITED
Shellfish House, 27-33 Silvertown Way,
London, England E16 1DJ
Contact: Claus Petersen
Products: shellfish, lobster, shrimp

LYONS SEAFOOD
Barrow House, Bishopstrow,
Warminster, Wiltshire BA12 9HU
Contact: Martin Howard-Evans
Tel: 098-5214565
Telex: 449743
Fax: 0985-214278
Products: lobster, shrimp, salmon, processed fish

M & J SEAFOODS
39-041 Rabans Close,
Aylsbury, Bucks HP19 3RS
Contact: Chris Harris
Tel: 0296-432711
Fax: 0296-431793
Products: live lobster

MACFISHERIES LIMITED
Denmark Street
Fraserburgh, Aberdeenshire AB4 5EY
Contact: Adrian Robertson
Tel: 034-62-3271
Telex: 73156
Fax: 0346-25186
Products: cod, herring

MARINE FISHERIES LIMITED
South Esplanade West,
Aberdeen, Scotland AB1 3AA
Contact: Mr. A. Main
Tel: 0224-875803
Telex: 739221
Fax: 0224-898807
Products: cod

MARR FROZEN FOODS LIMITED
102 Gillett Street,
Hull HU3 4JG
Tel: 0482-26563
Telex: 592461
Fax: 0482-227635
Products: frozen lobster and shrimp, seafood

MCGILLS (INLAKS SEAFOODS LIMITED)
Prospect Business Centre,
Dundee Technology Park,
Dundee DD2 1TY
Tel:(382) 56-15-49
Telex: 76467
Fax:(382) 56-15-97
Products: all types of seafood

MORAY SEAFOODS

9-13 Low Street,
Buckie AB5 1UX
Tel:(542) 31-296
Telex: 73287/739802
Fax:(542) 34-859
Products: processed fish and seafoods

NESTLE COMPANY LIMITED

St. Georges House, Park Lane
Croydon, Surrey CR9 1NR
Contact: Derek Reynolds
Tel: 01-686-3333
Telex: 23117
Fax: 01-686-6072
Products: lobster, shrimp, cod, other seafood products

NOR-SEA FOODS LIMITED

Broadfold Road
Bridge of Don,
Aberdeen, Scotland AB2 8EE
Contact: Maurice Taylor
Tel: 0224-703222
Telex: 73311
Fax: 0224-822802
Products: cod, herring

NOR-WEST SEAFOODS LIMITED

157 College Road
Crosby, Liverpool L23 3AS
Contact: Mr. David Welsh
Tel: 051-920-8100
Telex: 628253 NORWES G
Fax: 928-5905
Products: cod, dogfish, silver hake

OAK LEAF SMOKERY

345 Hatton Rigg Road
Bellshill, Stratclyde, Scotland
Tel: 0698-74221
Products: salmon

OCEAN BREEZE LIMITED

181 Mancroft Road,
Aley Green, Luton LU1 4DR
Tel:(582) 84-08-41
Telex: 826721
Products: seafood

PACITTI MARKETING SERVICES LIMITED

17 Palmerston Road
Aberdeen, Scotland AB1 2QP
Contact: Douglas Pacitti
Tel: 0224-575252
Fax: 0224-574405
Products: cod, silver hake

PARR FISH INTERNATIONAL

5 Sandmartins Way,
Herons Wood Pack
Kidderminster, Worcester
Contact: Mr. R. Robbins
Tel: 0562-515404
Telex: 334986
Products: dogfish

PETTY WOOD & COMPANY LIMITED

15 & 16 Dufferin Street
London EC1
Tel: 01-251-2311
Telex: 263934
Products: specialty seafood products

R. & A. SEAFOODS LIMITED

33 Manor Road
Wallington, Surrey SM6 0BW
Contact: Mr. David Ashton
Tel: 081-669-8137
Telex: 846707 CHINOK G
Fax: 081-773-0164
Products: cod, specialty seafood products, silver hake, salmon

R.W. LARKINS & COMPANY LIMITED

23 Billingsgate Market,
87 West India Dock Road, London E14
Tel: 01-987-2657
Telex: 946240-Ref 19026218
Fax: 01-538-1864
Products: specialty seafood products

RAMUS SEAFOODS

Ocean House, Kings Road,
Harrogate, Yorks HG1 9XX
Contact: Chris Ramus
Tel: 0423-563271
Fax: 531040
Products: live lobster

ROBINSON FISHERIES

29 Pine Grove
Wimbledon, London SW19 7HD
Contact: Mr. S. Robinson
Tel: 081-947-8363
Fax: 947-5582
Products: dogfish

ROSS YOUNG LIMITED

Ross House, Wickham Road,
Grimsby, South Humberside DN31 3JF
Contact: Graham Clarke
Tel: 0472-359111
Telex: 52182
Products: lobster, shrimp, cod, salmon

S. BARON LIMITED

Assembly Passage
Mile End Road,
London, England E1 4VR
Contact: David Stern
Tel: 01-790-2246
Telex: 887054
Fax: 01-790-8797
Products: salmon

S. & W. BERISFORD (FOODS) LIMITED

Berisford House,
King Street
Middlewich, Cheshire CW10 9LY
Contact: Mr. R. Sales
Tel: 060-684-4721
Telex: 668173
Products: canned crab, canned salmon

SCANFISH LIMITED

East Side Royal Dock
Grimsby, South Humberside
Contact: Mr. S. Bailey
Tel: 0472-53826
Telex: 52693
Products: cod

SMITH FISH LIMITED

Loudon House
Wharnccliffe Road
Grimsby, South Humberside
Contact: Mr. J.F. Smith
Tel: 0472-41262
Telex: 527287
Fax: 0472-240719
Products: salmon

SCO-FISH INTERNATIONAL LIMITED

Craigshaw Drive
West Tullos Industrial Estate
Aberdeen, Scotland AB1 2SN
Contact: Gillian Malcolm
Tel: 0224-871778
Fax: 0224-894495
Products: silver hake

SEA PRODUCTS INTERNATIONAL

Wholesale Market Precinct,
Pershore Street,
Birmingham B5 6UU
Contact: Nick Ackrill
Tel: 021-622-5111
Telex: 336639/338168
Products: lobster, shrimp, specialty seafood
products, dogfish, herring

SEFTON MEADOW SEA FOODS LIMITED

Sefton Lane, Maghull
Liverpool L31 8BX
Contact: Wendy Tait
Tel: 051-531-8383
Telex: 628419 SEFTON G
Fax: 051-520-2324
Products: frozen shrimp and lobster

SHAW & BARNES LIMITED

19 Teville Gate,
Worthing, West Sussex BN11 1UA
Contact: Mr. P. Shaw
Tel: 0903-205851
Telex: 877288 PSPPSPG
Products: dogfish

SHELLFISH SEAFOODS

Watling Street
North Hinkley, Leics
Contact: Mr. David Freeman
Tel: 0455-632481
Telex: 3448 SHELF R G
Products: live lobster, shellfish, other seafood
products

**SIMSON'S FISHERIES SHREWVILLE
LIMITED**

Imperial House, Redlands
Coulsdon, Surrey CR3 2HT
Tel: 01-668-0931/2
Telex: 946675
Fax: 01-668-2396
Products: live lobster

STARFISH LIMITED

Reker House,
17 Betts Avenue,
Martlesham
Ipswich, Suffolk IP5 7RH
Contact: Chris Oaten
Tel: 0473-626662
Telex: 988821
Fax: 0473-625991
Products: lobster, shrimp

THE FAROE SEAFOOD COMPANY

Estate Road 5,
South Humberside Industrial Estate
Grimsby DN31 2TG
Contact: Mr. P. Tappin
Tel: 0472-361251
Telex: 527220
Fax: 0472-355368
Products: cod

UK CHILLED FOODS

Estate Road No. 1,
South Humberside Industrial Estate
Grimsby, South Humberside DN31 2TB
Contact: Andrew Fenten
Tel: 0472-44111
Telex: 527074
Fax: 0472-42623
Products: frozen lobster and shrimp

UNILEVER PLC.

P.O. Box 68,
Unilever House, Blackfriars,
London, England EC4P 4BQ
Tel:(1) 822-5252
Telex: 28395
Products: fish and seafood

W.G. WHITE LIMITED

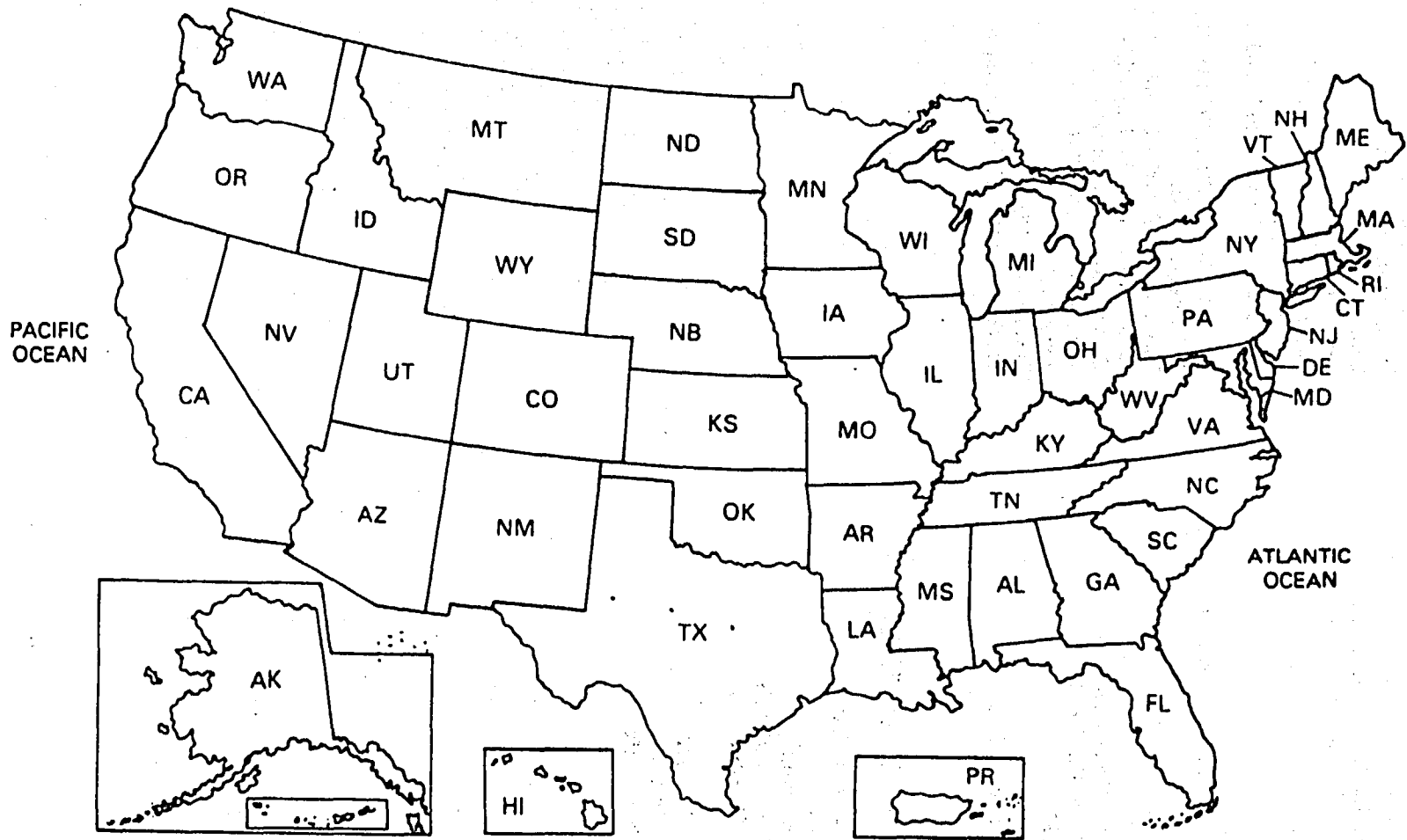
68 Churchfield Road
London W3
Tel: 01-992-8764
Telex: 27826
Fax: 01-993-2060
Products: specialty seafood products

W.M. BENNETT FROZEN FOODS LIMITED

28 Orgreave Close,
Pope House Industrial Estate
Handsworth, Sheffield S13 9NP
Contact: Mr. A.J. Bennett
Tel: 0742-699511/697791
Telex: 54573
Fax: 0742-699673
Products: lobster, shrimp, salmon

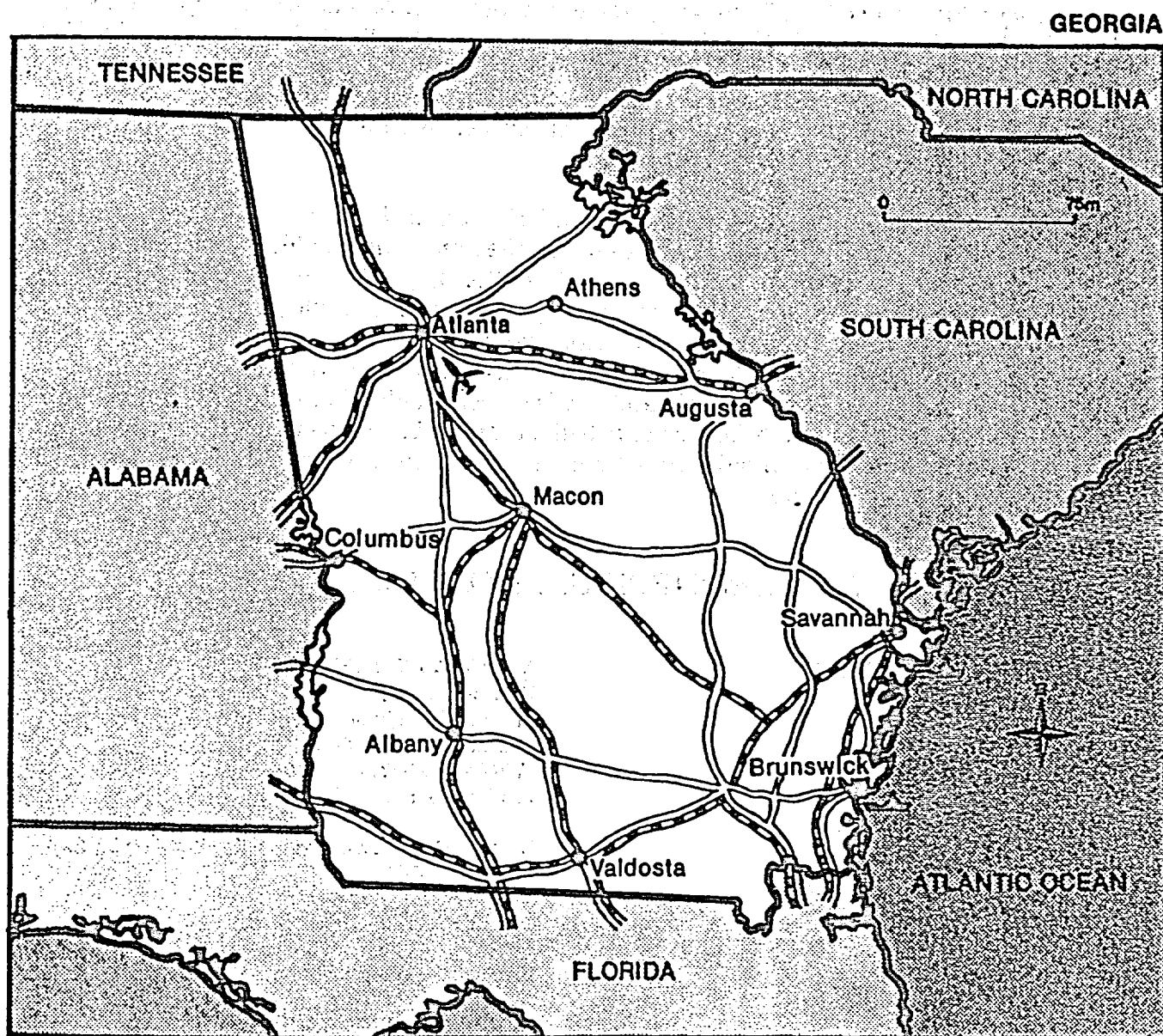
FOR FURTHER INFORMATION:

Canadian High Commission
Macdonald House,
One Grosvenor Square,
London, England W1X 0AB
Tel:(011-44-1) 629-9492
Telex: 261592
Fax:(011-44-1) 491-3968
Mr. W. David Hutton
Counsellor (Commercial)



UNITED STATES OF AMERICA

ATLANTA



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

ATLANTA

The Canadian Consulate General in Atlanta is responsible for a territory which consists of Tennessee, North and South Carolina, Mississippi, Alabama, Florida, Georgia and the US territories of Puerto Rico and the US Virgin Islands. The territory has a population base of approximately 43 million people. Many parts of the territory are a popular vacation destination (Florida alone will attract over 38 million visitors this year) which adds to the potential market. A sophisticated and competitive distribution system is in place.

All seven states and the territories enjoy a proximity to the Atlantic and Gulf fishing areas (one must include the Louisiana and Texas fisheries in this context, although not actually part of the post territory), (catfish farming and other fish aquaculture are multi-million dollar businesses). Mostly as a result of overfishing, some stocks (especially redfish) has been depleted. The situation has resulted in government intervention in the form of allocations and a strict overview of fishing methods. All northern species are sold both retail and foodservice. Much of the Canadian fish finds its way to the market through long-established channels, but a strong new trend is being noticed toward shipments directly from Canada to the Southeastern US rather than via Boston, the traditional route.

MAJOR SOUTHEASTERN U.S. SEAFOOD IMPORTERS

A. CORDERO BADILLO INC.

P.O. Box 458,
Catano, Puerto Rico 00632
Contact: Mr. Tomas Agrait
Tel:(809) 783-9176
Telex: 385 9176
Products: wholesaler, retailer

ACOSTA SALES OF ALABAMA

2192 Parkway Lake Drive, Suite A,
Birmingham, Alabama 35244
Contact: Mr. John Dejohn
Tel:(205) 988-5233
Products: broker

AJC INTERNATIONAL INC.

5188 Roswell Road
Atlanta, Georgia 30342
Contact: Mr. Michael Wisniewski
Tel:(404) 252-6750
Telex: 54-2436
Fax:(404) 252-9340
Products: broker

ATLANTA FISH COMPANY

P.O. Box 43843,
Atlanta, Georgia 30336
Contact: Mr. Alfredo Caceres
Tel:(404) 699-1211
Products: seafood distributor

BAR HARBOR LOBSTER COMPANY INC.

P.O. Box 22142,
Lake Buena Vista, Florida 32830
Contact: Mr. Jeff Hazell
Tel:(407) 841-2057
Products: seafood distributor

BEAVER STREET FISHERIES INC.

P.O. Box 41430,
Jacksonville, Florida 32213
Contact: Mr. Abe Bielski
Tel:(904) 354-5661
Telex: 056 240
Products: wholesaler, broker

BELL/SYSCO FOOD SERVICES INC.
116 North Woodfin
Asheville, North Carolina 28804
Contact: Mr. Gary Hardgrove
Tel:(704) 255-7676
Products: wholesaler, distributor

BIGGERS BROTHERS INC.
920 Black Satchel Drive
Charlotte, North Carolina 28216
Contact: Mr. Tom Perrott
Tel:(704) 394-7121
Products: wholesaler, distributor

BOOTH FISHERIES CORPORATION
2151 West Hillsboro Blvd.
Deerfield Beach, Florida 33442
Contact: Mr. Mark Pridham
Tel:(305) 429-2877
Products: seafood distributor

BUDD MAYER COMPANY OF JACKSONVILLE
P.O. Box 16746,
3838 North 50th Street,
Tampa, Florida 33687
Contact: Mr. Johnny Thompson
Tel:(813) 621-4991
Fax:(813) 621-3030
Products: broker

CHARLES LEWIS & SONS
5220 North Ocean Drive
Hollywood, Florida 33019
Contact: Mr. David Poll
Tel:(305) 920-6911
Telex: 51-4508
Products: seafood distributor

COCHRAN/SYSCO FOOD SERVICES
4400 Milwaukee Avenue
Jackson, Mississippi 39207
Contact: Mr. Bob Thigpen
Tel:(601) 354-1701
Products: wholesaler, distributor

FIRST FLIGHT FOOD INC.
2321 Main Street
Tucker, Georgia 30084
Contact: Mr. Larry J. Mays
Tel:(404) 938-9100
Products: broker

FLORIDA SMOKED FISH COMPANY
1111 Northwest 159th Drive
Miami, Florida 33169
Contact: Mr. Harvey Oxenberg
Tel:(305) 625-5112
Products: wholesaler, distributor

FRONEX COMMODITIES INC.
2475 Meadowbrook Parkway
Duluth, Georgia 30136
Contact: Mr. Victor Fuentes
Tel:(404) 623-1382
Telex: 543623 FCI
Fax:(404) 623-1364
Products: broker, trading company

HARRY H. BELL & SONS INC.
756-28th Street South
St. Petersburg, Florida 33712
Contact: Mr. Terry Riggs
Tel:(813) 327-3474
Products: seafood distributor

INLAND SEAFOOD CORPORATION
1222 Menlo Drive
Atlanta, Georgia 30318
Contact: Mr. Bill Demmond
Tel:(404) 350-5850
Fax:(404) 350-5855
Products: wholesaler, distributor

INSTITUTIONAL FOOD BROKERS OF FLORIDA INC.
9385 North 56th Street, Suite 300,
NCNB Building, P.O. Box 16000 PH,
Tampa, Florida 33687
Contact: Mr. Norman Caplinger
Tel:(813) 988-9236
Products: broker

J.B. COMMERCIAL INC.
P.O. Box 1916,
San Juan, Puerto Rico 00903
Contact: Mr. Juan E. Jimenez
Tel:(809) 721-5006
Telex: 545-5006
Products: seafood distributor

JOSE SANTIAGO INC.
65 F. Costa. Urb. Ind. Tres Monjitas,
Hato Rey, Puerto Rico 00919
Contact: Mr. Juan Santiago Mujica
Tel:(809) 753-8835
Products: seafood distributor

KRAFT/SEABOARD
301 A North,
Rocky Mount, North Carolina 27801
Contact: Mr. Joseph I. Gurganus
Tel:(919) 977-7000
Products: seafood distributor

LLOYMINSTER INTERNATIONAL CORP.
 Suite 1022, 2951 South Bayshore Drive
 Miami, Florida 33133
 Contact: Mr. Christopher Comerford
 Tel:(305) 441-0304
 Fax:(305) 441-0236
 Products: broker

LOMBARDI'S SEAFOOD INC.
 7491 Brokerage Drive
 Orlando, Florida 32809
 Contact: Mr. Curt Marting
 Tel:(407) 859-1015
 Fax:(407) 240-2562
 Products: wholesaler, distributor

MARKET MAKERS OF FLORIDA
 414 East Lakeshore Drive
 Ocoee, Florida 32761
 Contact: Ms. Carol Sue Stogsdill
 Tel:(407) 656-3410
 Products: broker

NEMO'S SEAFOOD INC.
 933 Lee Street Southwest,
 Atlanta, Georgia 30310
 Contact: Mr. Dennis Morris
 Tel:(404) 752-6746
 Products: broker, distributor

NIFDA INC.
 P.O. Box 724945
 Atlanta, Georgia 30339
 Contact: Mr. R.B. Roebuck
 Tel:(404) 952-0871
 Products: seafood distributor

NORTH ATLANTIC DISTRIBUTORS
 P.O. Box 41136, Minillas Station,
 Santurce, Puerto Rico 00940
 Contact: Mr. Bud Harris
 Tel:(809) 739-5859
 Products: seafood distributor

PEDRO BARBA & HIJO
 P.O. Box 2165,
 Rio Piedras, Puerto Rico 00908
 Contact: Mr. Pedro Barba
 Products: seafood distributor

PETERS AND FAIR
 2520 Trent Drive
 Marietta, Georgia 30066
 Contact: Mr. Larry Lieber
 Tel:(404) 977-8970
 Products: broker

PHIL SISCO & ASSOCIATES
 215 Lincoln Avenue South,
 Clearwater, Florida 34616
 Contact: Mr. Phil Sisco
 Tel:(813) 461-5000
 Fax:(813) 449-0159
 Products: broker

PYA/MONARCH INC.
 2349 Apopka Blvd.,
 Apopka, Florida 32704
 Contact: Mr. Lawrence Tegethoff
 Tel:(305) 889-0955
 Products: seafood distributor

PYA/MONARCH INC.
 1150 5th Street, P.O. Box 2105,
 Augusta, Georgia 30903
 Contact: Mr. Jimmy Buck
 Tel:(404) 724-2281
 Products: seafood distributor

ROBERT ORR/SYSCO FOOD SERVICES CO.
 P.O. Box 30517,
 Nashville, Tennessee 37230
 Contact: Mr. Tony Moran
 Tel:(615) 350-7100
 Telex: 8103711427
 Products: seafood distributor

S. FELICIONE SEAFOOD COMPANY
 5410 West Tyson Avenue
 Tampa, Florida 33611
 Contact: Mr. Doug Ralston
 Tel:(813) 837-9766
 Fax:(813) 837-8938
 Products: wholesaler, distributor

SCHOOL FOOD MARKETING INC.
 2931 Greenridge Road
 P.O. Box 426,
 Orange Park, Florida 32067
 Contact: Mr. James Kreinest
 Tel:(904) 269-6720
 Products: broker

SEA WORLD SEAFOOD DISTRIBUTORS INC.
 1510 Southwest 3rd Street,
 Pompano Beach, Florida 33069
 Contact: Mr. Larry Ruffino
 Tel:(305) 785-1700
 Products: seafood distributor

SEIDMAN BROKERAGE COMPANY
 6152 Miramar Parkway
 Miramar, Florida 33023
 Contact: Mr. Gary Seidman
 Tel:(305) 987-5060
 Products: broker

SHORE TRADING COMPANY INC.
145 Norcross Street
Roswell, Georgia 30075
Tel:(404) 998-0566
Fax:(404) 998-0571
Products: trading house

SYSCO FOOD SERVICES--SOUTHEAST INC.
555 Northeast 185th Street,
Miami, Florida 33179
Contact: Mr. Ed Schaplain
Tel:(305) 651-5421
Products: wholesaler, distributor

FOR FURTHER INFORMATION:

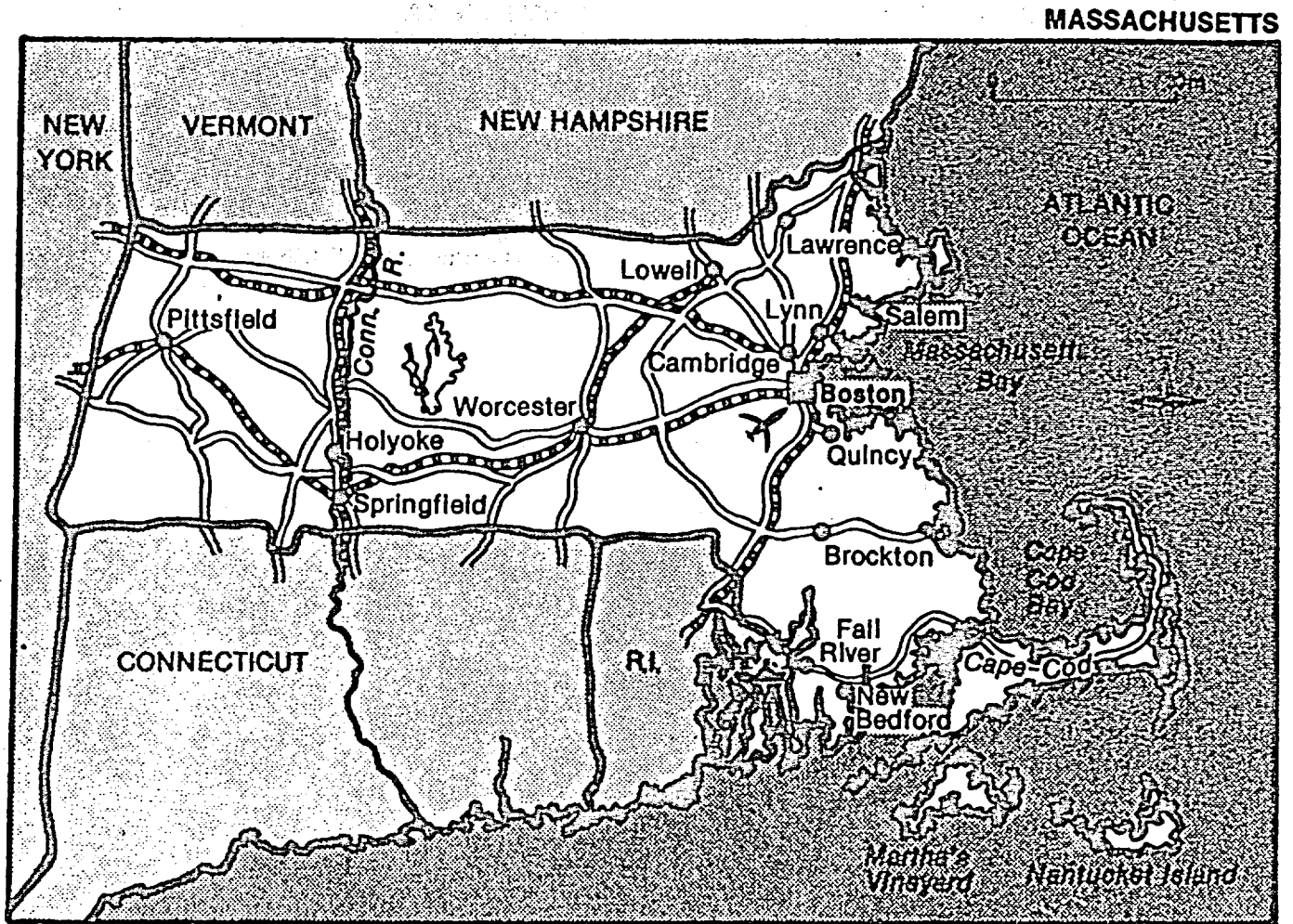
Canadian Consulate General
Suite 400 South Tower,
One CNN Center,
Atlanta, Georgia 30303-2705
Tel:(404) 577-6810
Telex: 054-3197
Fax:(404) 524-5046
Mr. Rafael (Ray) A. Munoz
Commercial Officer

**SYSCO/GULF ATLANTIC FOOD SERVICES
CO.**
P.O. Box 37045,
Jacksonville, Florida 32205
Contact: Mr. Tom Talley
Tel:(904) 786-2600
Products: wholesaler, distributor

THE TRIGG COMPANY INC.
14211 Commerce Way
Miami Lakes, Florida 33016
Contact: Mr. Chris Sterns
Tel:(305) 558-8880
Fax:(904) 786-3608
Products: broker

UNITED FOOD DISTRIBUTORS INC.
244 Lee Street, Building C,
Atlanta, Georgia 30310
Contact: Mr. Jody Ready
Tel:(404) 752-5102
Products: wholesaler, distributor

BOSTON



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

BOSTON

New England is both the principal (or main) point of entry for Canadian seafood in the United States and the major market. In addition, 50-60 percent of seafood business in the United States is done through Boston. Several trends are apparent in the seafood market in Boston. These include a striking increase in the importance of aquaculture; a growing acceptance among American consumers of Alaska pollock and other moderately-priced groundfish products from Latin America; and a relatively modest profile of seafood analogs. There has been the appearance lately of new farmed species including shrimp, freshwater salmon and crayfish. At the same time there has been increased production and better promotion of more established products such as oysters and mussels. These trends may reflect not only the increasing sophistication of American seafood consumers and the demand for greater menu variety, but also concerns among buyers about long term environmental issues.

MAJOR BOSTON AREA SEAFOOD IMPORTERS

ALPO PET FOODS
P.O.Box 2187,
Allentown, Pennsylvania 18001
Contact: Doug Holz
Tel:(215) 398-4566
Products: seafood

ASLANIS SEAFOODS, INC.
540 East Street, P.O.Box 102,
Boston, MA 02101
Contact: Gus Aslanis
Tel:(617) 423-3474
Products: seafood

ATLANTIC CROSSING, INC.
206 Dedham Street
Norfolk, MA 02056
Contact: Mr. Vin Sbano
Tel:(617) 384-7785
Products: seafood

BAY SHORE GROUP LIMITED
853 Turnpike Street, Suite 244,
North Andover, MA 01845
Contact: Mr. Mike Langley
Tel:(617) 975-0626
Products: seafood

BAY STATE LOBSTER COMPANY INC.
379-395 Commercial Street
Boston, MA 02109
Contact: Mr. Richard Faro
Tel:(617) 523-4588
Products: seafood

COMMODITY SALES, INC.
1661 Worcester Road
Framingham, MA 01701
Contact: Mr. Steve Foreman
Tel:(617) 620-0001
Products: seafood

CROCKER & WINSOR SEAFOODS
145 Northern Avenue
Boston, MA 02210
Contact: Mr. Sam Bloom
Tel:(617) 482-6648
Products: seafood

DEMOULOS SUPERMARKETS
875 East Street
Tewbury, MA 01876
Contact: Mr. Ron Carignan
Tel:(617) 851-7381
Products: seafood

DOLE & BAILEY, INC.
24 Fish Pier
Boston, MA 02210
Contact: Mr. Neil Murphy
Tel:(617) 935-1234
Products: seafood

E.L. COONEY
11 Forbes Road
Braintree, MA 02184
Contact: Mr. Thomas Cooney
Tel:(617) 773-1777
Products: seafood

FOLEY (M.F.) FISH COMPANY
24 West Howell Street
Dorchester, MA 02125
Contact: Mr. Frank Foley
Tel:(617) 288-1300
Products: seafood

FRESH WATER FISH COMPANY
145 Northern Avenue
Boston, MA 02210
Contact: Mr. Gerald Abrams
Tel:(617) 227-4232
Products: seafood

G.F. HIGGINS, INC.
825 Washington Street
Pembroke, MA 02359
Contact: Jerry Higgins
Tel:(617) 826-8858
Products: seafood

GORTON CORPORATION
327 Main Street
Gloucester, MA 01930
Contact: Mr. Stan Feener
Tel:(617) 283-3000
Products: seafood

G.P. HALE FISH COMPANY
145 Northern Avenue
Boston, MA 02210
Contact: Mr. Wayne Hale
Tel:(617) 423-7185
Products: seafood

HADLEY GROUP LIMITED
P.O.Box 206,
Shovel Shop Square
North Easton, MA 02356
Contact: Mr. Mark Hadley
Tel:(617) 238-8515
Products: seafood

HIGGINS (G.F.) INC.
195 Rockland Street
Hanover, MA 02339
Contact: Mr. Gerry Higgins
Tel:(617) 826-8858
Products: seafood

**IPSWICH SHELLFISH COMPANY
INCORPORATED**
14 Hayward Street
Ipswich, MA 01938
Tel:(617) 356-4371
Products: seafood

JOHN NAGLE COMPANY (BROKER)
660 Summer Street
Boston, MA 02210
Contact: Russ Nagle
Tel:(617) 423-6712
Products: seafood

JORDAN'S MEATS, INC.
38 India Street
Portland, Maine 04104
Contact: Mr. Richard Giles
Tel:(207) 772-5411
Products: seafood

LEBOEUF & ASSOCIATES, INCORPORATED
368 Hillside Avenue
Needham Heights, MA 02194
Contact: Norm LeBoeuf
Tel:(617) 444-5666
Products: seafood

LEGAL SEAFOODS, INCORPORATED
33 Everett Street
Allston, MA 02134
Contact: Mr. Roger Berkowitz
Tel:(617) 783-8084
Products: seafood

MALONEY SEAFOOD CORPORATION
235 Northern Avenue
Boston, MA 02210
Contact: Tom Maloney
Tel:(617) 426-5400
Products: seafood

**NATIONAL FISH & SEAFOOD,
INCORPORATED**
17-21 Rogers Street
Gloucester, MA 01930
Contact: Mr. Jack Ventola
Tel:(617) 283-8907
Products: seafood

NEW BOSTON SEAFOODS
2 Food Mart Road
Boston, MA 02188
Contact: Mr. Al Chiacchio
Tel:(617) 770-8021
Products: seafood

NORTH COAST SEAFOODS, INC.
12-14 Fargo Street
Boston, MA 02210
Contact: Mr. Jim Stavits
Tel:(617) 523-0685
Products: seafood

OCEAN FRESH SEAFOOD, INC.
693-695 East Washington Street
North Attleboro, MA 02760
Contact: Mr. Bob Coutu
Tel:(617) 695-7087
Products: seafood

OCEAN VENTURE, INC.
149 Maple Street
Danvers, MA 01923
Contact: Mr. Norm Desrochers
Tel:(617) 774-9390
Products: seafood

O'DONNELL-USEN FISHERIES CORP.
255 Northern Avenue
Boston, MA 02210
Contact: Mr. David Bollivar
Tel:(617) 542-2700
Products: seafood

R.S. HAMILTON COMPANY (BROKER)
145 Northern Avenue
Boston, MA 02210
Contact: David Norwood
Tel:(617) 542-3350
Products: seafood

SLADE GORTON & COMPANY LIMITED
295 "A" Street
Boston, MA 02210
Contact: Mr. Mike Gorton
Tel:(617) 357-5800
Products: seafood

FOR FURTHER INFORMATION:

Canadian Consulate General
Three Copley Place, Suite 400,
Boston, Massachusetts 02116
Tel:(617) 262-3760
Telex: 94-0625
Fax:(617) 262-3415
Mr. Jack McManus
Commercial Officer

SPRINGFIELD SMOKED FISH COMPANY
150 Switzer Avenue
Springfield, MA 01109
Contact: Bob Axler
Tel:(413) 737-8693
Products: seafood

STAVIS SEAFOODS, INC.
7 Channel Street
Boston, MA 02210
Contact: Mr. Ed Stavits
Tel:(617) 482-6349
Products: seafood

STEVE CONNOLLY SEAFOOD, INC.
10 Newmarket Square
Boston, MA 02118
Contact: Steve Connolly
Tel:(617) 427-7700
Products: seafood

SUPREME SEA PRODUCTS, INC.
47 Ellery Street
South Boston, MA 02127
Contact: Mr. Al Catizone
Tel:(617) 269-1500
Products: seafood

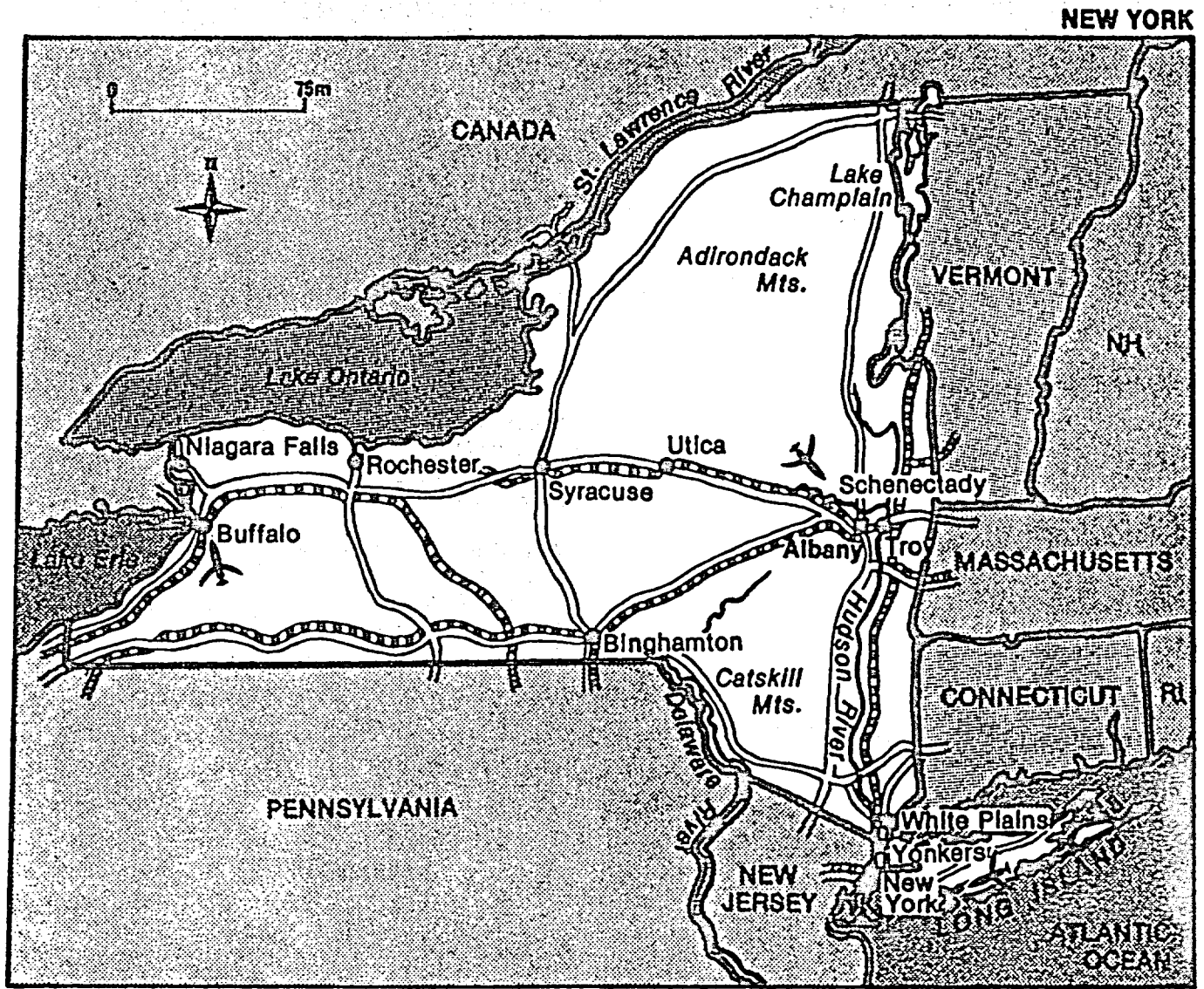
TURNER FISHERIES, INC.
1 Fish Pier
Boston, MA 02210
Contact: Mr. John Turner
Tel:(617) 426-6530
Products: seafood

UNIVERSAL FISH OF BOSTON, INC.
10 Tower Office Park, Suite 500,
Woburn, MA 01801
Contact: Mr. Tom Katz
Tel:(617) 938-1111
Products: seafood

VIKING SEAFOODS, INC.
P.O.Box 159,
50 Crystal Street
Malden, MA 02148
Contact: Mr. Charles Gulino
Tel:(617) 321-6050
Products: seafood

WEST BAY IMPORTS LIMITED
925 Main Street
East Greenwich, Rhode Island 02818
Contact: Mr. Russ Haft
Tel:(401) 738-6500
Products: seafood

BUFFALO



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

BUFFALO

Statistics Canada reports that approximately \$73 million worth of Canadian fish products entered the state of New York in 1989. It is uncertain how much of the total remained in upstate New York which is the post territory for the Canadian Consulate in Buffalo. The post territory consists of 39 counties with a total population of approximately 4.5 million people. The following list highlights some of the seafood buyers and fish distributors for major food chains in upstate New York.

MAJOR UPSTATE NEW YORK SEAFOOD IMPORTERS

AKEL WHOLESALE GROCERY

100 Oakdale Road
Johnson City, New York 13790
Tel:(607) 729-1558
Products: services "Giant Markets", 20 stores

BALTIMORE FISH & OYSTER COMPANY

792 Genesee Street
Buffalo, New York 14211
Tel:(716) 896-6900
Products: fish, shellfish, crustaceans

DAVIES--ATLANTIC SEA FOOD

395 Stone Road
Rochester, New York 14616
Tel:(716) 663-7573
Products: seafood distributor

DEL-MAR PROVISIONS COMPANY

1393 Clinton Street
Buffalo, New York 14206
Tel:(716) 826-2273
Products: seafood distributor

GUMINS--LUKITSCH COMPANY

315 Alberta Drive
Amherst, New York 14226
Contact: John Rogers
Tel:(716) 835-5500
Products: seafood distributor

HAYES FISH COMPANY INC.

3985 Harlem Road
Snyder, New York 14226
Contact: Robert Jarus
Tel:(716) 839-3354
Products: seafood distributor

NIAGARA FRONTIER SERVICES

60 Dingens Street
Buffalo, New York 14206
Contact: Donald Wiedrich/Dave Mueller
Tel:(716) 823-3712
Products: services 129 "Tops Supermarkets"

OLEAN WHOLESALE GROCERY COOPERATIVE INC.

P.O. Box 1070,
Olean New York 14760
Tel:(716) 372-2020
Products: services 108 stores

P & C FOOD MARKETS

P.O. Box 4965,
Syracuse, New York 13211
Contact: Mike Fitzgerald/David Moulton
Products: services 351 stores

P.J. SCHMITT COMPANY INC.

4039 Genesee Street
Buffalo, New York 14225
Contact: Mr. Mike Zawisky
Tel:(716) 631-1700
Products: services 55 "Bells Supermarkets"

PALMER FOOD SERVICES

900 Jefferson Road
Rochester, New York 14623
Contact: Kip Palmer
Tel:(716) 424-3210
Products: seafood distributor

QUALITY MARKETS INC.

P.O. Box 130,
Jamestown, New York 14701
Tel:(716) 664-6010
Products: services 23 stores

RENZI BROTHERS
948 Bradley,
Watertown, New York
Tel:(315) 788-5610
Products: seafood distributor

S.M. FLICKINGER COMPANY INC.
Regional Office
P.O. Box 68,
Buffalo, New York 14240
Tel:(716) 892-8900
Products: serves 1,047 stores

S.M. FLICKINGER COMPANY INC.
45 Azalea Drive
Cheektowaga, New York 14227
Contact: Marlo Torella
Tel:(716) 668-7266/00
Products: services all "Super Dupers"

S.M. FLICKINGER COMPANY INC.
22nd Street, P.O. Box 2300,
Elmira Heights, New York 14903
Contact: Robert Faber
Tel:(607) 734-2011
Products: services 144 locations

S.M. FLICKINGER COMPANY INC.
6361 Thompson Road
Syracuse, New York 13220
Contact: Ollie Labbate/Robert Lenhart
Tel:(315) 437-7120
Products: services 176 locations

FOR FURTHER INFORMATION:

Canadian Consulate
One Marine Midland Center,
Suite 3150,
Buffalo, New York 14203-2884
Tel:(716) 852-1247
Telex: 62014371
Fax:(716) 852-4340
Ms. Marcia M. Grove
Commercial Officer

S.M. FLICKINGER COMPANY INC.
P.O. Box 160,
Jamestown, New York 14733
Contact: Chris Loomis/Cindy Capestrani
Tel:(716) 665-5620
Products: services 200 locations

SCHNIEDERS FISH & SEAFOOD COMPANY
451 Elmwood Avenue
Buffalo, New York 14222
Contact: Steve/Ron Pearlstein
Tel:(716) 885-1460
Products: seafood distributor

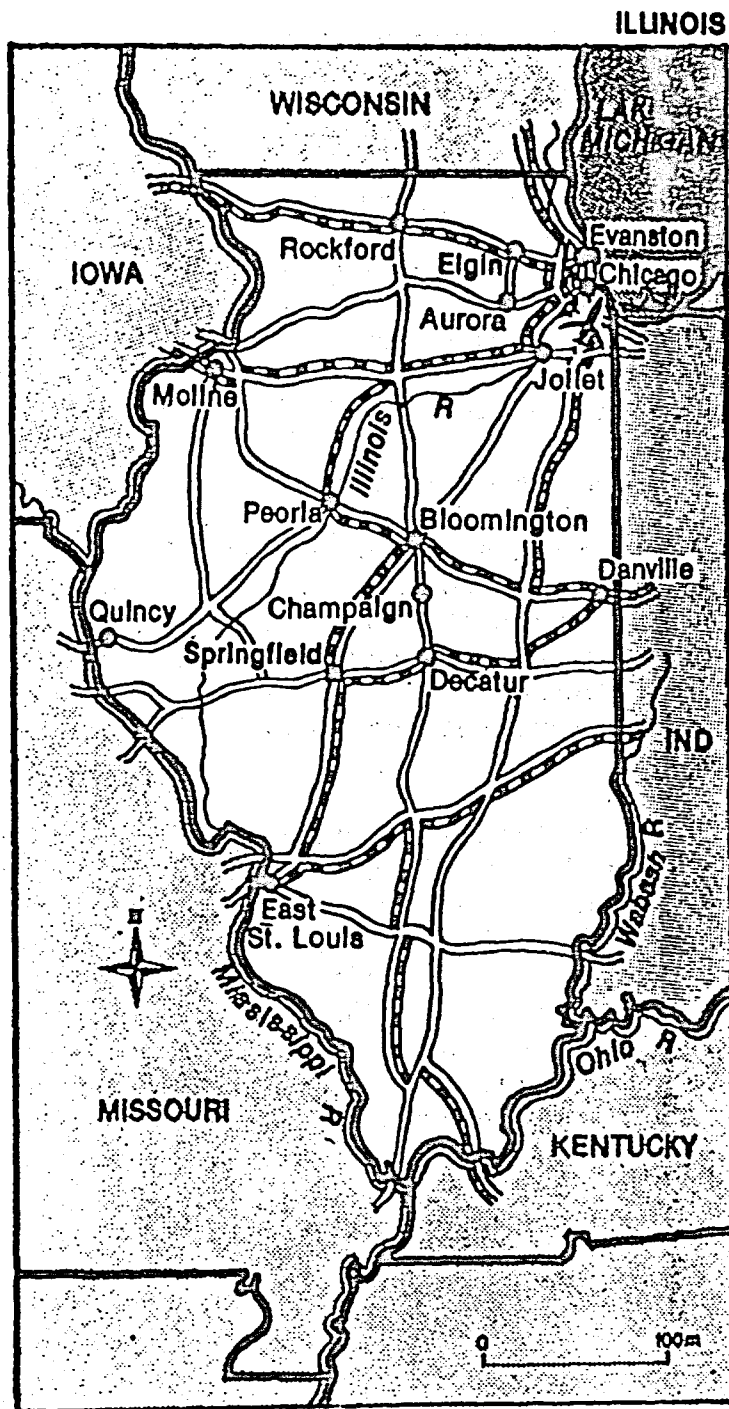
TWO COUSINS
581 Livingston Avenue
Albany, New York
Tel: 1-800-342-4109
Products: one of the largest seafood distributors
and suppliers for New York state

VICTORY MARKETS
54 East Main Street
Norwich, New York 13815
Contact: Henry Kozlowski
Tel:(607) 335-4711
Products: services 83 stores

WEGMAN'S FOOD PHARMACY
Fishermans Wharf Department
1500 Brooks Avenue
Rochester, New York 14692
Contact: Bill Burnett
Tel:(716) 328-2550
Products: seafood distributor

X-SEA-LNT INTERNATIONAL CORPORATION
5684 Main Street
Williamsville, New York 14221
Contact: Mark Kotak
Tel:(716) 632-3633
Products: seafood distributor

CHICAGO



Vancouver +2hr Ottawa -1hr Halifax -2hr

CHICAGO

Fish consumption in the United States is usually limited to the species indigenous to a particular region, but because Chicago can easily receive fish products from all parts of the world (O'Hare International Airport is #1 for direct flights), the midwest enjoys the greatest/broadest "variety" of ocean, native, freshwater and farm raised products in the country. Because fresh fish, which is in great demand, can be transported quickly and easily to other midwestern states (a population base of 47 million), it is little wonder that Chicago has been deemed the "Seafood Capital of the Nation".

Chicago is very receptive to Canadian fish products. Every species available to us from Canada is already being purchased and marketed in the midwest. Accordingly, the Chicago fish community reports that speed is of the essence in ensuring choice goods; even the remotest suppliers can replenish inventories in less than a day, and any Canadian who cannot compete on those terms will be at a definite disadvantage here. It is also worth noting that a "good old boy" attitude toward Canadian fish suppliers exists here; Canadians are perceived as great, fair-minded people with quality products. Through the Consulate, interested fish sellers can easily make contacts with appropriate buyers.

Recent meetings with well established middlemen (including a frozen fish distributor, a specialty seafoods distributor, and a broker for fresh and frozen fish), disclosed the fact that the overall sales of Canadian fish products are hampered mostly by supply, not demand or price. This was confirmed during a meeting with the world's largest wholesaler of fresh fish, The Chicago Fish House, when the Executive Vice President said they alone could buy everything that Canada produces. Conflicting viewpoints emerge on fresh vs. frozen products. Major brokers and distributors for frozen argue that frozen products generate more volume due to their popularity in supermarkets and institutions. Representatives of the fresh products impart just the opposite. Despite this, the consensus of opinion remains the same: seafood consumption has increased dramatically in recent years and the industry as a whole is projecting sales increases of 5% per year over the next 3-6 years.

Foodservice (hotels, restaurants, schools, hospitals, etc.) demand for high quality seafood is increasing. Alone, Chicago Fish House ships 35 million lbs of seafood a year to hotels, supermarkets, clubs, restaurants, and other wholesalers in 38 states as well as to several foreign countries. Volume products include cod, shrimp, salmon and even surimi which is fast becoming a product in and of itself. The age of hypermarkets is in full swing in the midwest and the demand at retail is also increasing.

An increasing amount of fish and seafood in the midwest is being raised through aquaculture. In the near future, it is anticipated that most of the fish and seafood consumed will be just as much a domestic farm product as our other primary protein sources (chicken, beef, pork). Aquaculture's popularity stems from a variety of factors: continuity of supply (a year round rather than seasonal alternatives to depleting the natural resources while satisfying protein needs of the population); consumer confidence in "quality" generated from local, pollution free waters; and controlled production resulting in stabilized prices. With continued improvements in technology and delivery systems, Chicago's wholesalers will not only be able to routinely distribute familiar species such as tuna and trout, but impressive ones such as hoki, high brow snapper, orange roughy, leather jacket, painted sweetlips and dozens of other unusual varieties. Opportunities exist in this territory for a wide variety of species.

In a 12-state territory centered around Chicago (the transportation hub of the nation) about 200 operations exist with significant additions forecasted. Presently, 8 percent of the fish consumed in the United States is the product of aquaculture. Per capita seafood consumption now stands at 15.9 lbs per year, up almost a full pound from 1988. In less than 10 years that figure is expected to rise to a substantial 20 lbs per year if current trends in consumption continue.

According to local sources, the need to capitalize on "who we are and what we stand for" is our greatest challenge. It is a well known fact in the local trade arena that Canada has stringent inspection rules and that those standards are enforced to the letter of the law. Unfortunately, this "integrity" factor never reaches the ultimate consumer. Point of origin and quality assurance are ignored in the promotion, marketing and merchandising of Canadian fish. It has been suggested that stickers denoting "quality" (perhaps red maple leaves) and identification tags prominently displayed on all fish types, all packaging (master cartons and individual pieces), and all promotional material endorsing "inspected and passed by..." and "product of Canada" would formalize a favourable climate for creating consumer awareness, enhancing acceptance, fostering demand and generating ultimate consumer sales. In general, all the above comments provide a clear message to Canadian seafood exporters, "Chicago offers great opportunities for Canadian fish suppliers".

MAJOR MIDWESTERN U.S. SEAFOOD IMPORTERS

A. LABAR SEAFOOD COMPANY
540 Frontage Road
Northfield, Illinois 60093
Contact: Mr. Anthony Labarbera
Tel:(708) 441-8895
Fax:(708) 441-8894
Products: wholesaler, broker

BURHOP'S FISH & SEAFOOD
1413 Wowkegan Road
Glenview, Illinois 60025
Contact: Mr. Jim Burhop
Tel:(708) 998-1770
Products: distributor, wholesaler, retailer

CALKINS & COMPANY
1645 East Birchwood Avenue
Des Plaines, Illinois 60018
Contact: Mr. Michael C. Salach
Tel:(708) 296-9600
Fax:(708) 296-1974
Products: broker, retail, foodservice, industrial

CENTRAL SEAWAY COMPANY INC.
1845 Oak Street, Suite 1,
Northfield, Illinois 60093
Contact: Mr. Nathan Torch
Tel:(708) 446-3720
Telex: 210089
Fax:(708) 446-9410
Products: wholesaler, broker

CHICAGO FISH HOUSE
1250 West Division
Chicago, Illinois 60622
Contact: Mr. Jack Mitsakopoulos
Tel:(312) 227-7000
Telex: 858283
Fax:(312) 227-0451
Products: wholesaler, distributor, retailer

DICK LUKIN INC.
540 Frontage Road
Northfield, Illinois 60093
Contact: Mr. Dick Lukin
Tel:(708) 441-8885
Fax:(708) 441-8894
Products: broker

EMPIRE FISH COMPANY
11200 Watertown Plank Road
Milwaukee, Wisconsin 53226
Contact: Mr. Thomas G. Kutchera
Tel:(414) 259-1120
Products: fish, shrimp, crab, lobster, oysters,
clam, mussel, surimi

HELENA SEAFOOD COMPANY
One East Wacker Drive, Suite 3600,
Chicago, Illinois 60601
Contact: Mr. Bernard Kozloff
Tel:(312) 822-0102
Fax:(312) 822-0109
Products: broker, wholesaler, distributor

IMPEX SHRIMP & FISH COMPANY INC.
2500 West Lunt Avenue
Elk Grove Village, Illinois 60007
Contact: Mr. Bernard Kane
Tel:(708) 364-5700
Telex: 4972599
Products: fish, shrimp, crab, lobster, mollusks

L. ISAACSON & STEIN FISH COMPANY INC.
800 West Fulton Market
Chicago, Illinois 60607
Contact: Mr. Neil Rabin
Tel:(312) 421-2444
Fax:(312) 421-2736
Products: fish, shrimp, crab, lobster, mollusks

MORLEY SALES COMPANY
809 West Madison Street, Room 507,
Chicago, Illinois 60607
Contact: Mr. Gary R. Slavik
Tel:(312) 829-1125
Telex: 4931732
Fax:(312) 829-3680
Products: fish, shrimp, crab, fillets, lobster,
mollusks, scallops, lobster meat, surimi, crab

OCEAN FOODS COMPANY
2120 South Canal Street
Chicago, Illinois 60616
Contact: r. William Sasek
Tel:(312) 225-5213
Fax:(312) 225-5603
Products: broker

PENGUIN FROZEN FOODS
P.O. Box 2009,
555 Skokie Blvd.
Northbrook, Illinois 60065
Tel:(708) 291-9400
Telex: 724364
Products: broker, wholesaler, fish, shrimp, crab,
lobster, breaded/prepared items

PERFORMANCE FOOD BROKERS INC.
1000 Jorie Blvd., Suite 306,
Oak Brook, Illinois 60521
Contact: Mr. Daniel R. Consalvo
Tel:(708) 990-7383
Telex: 62841417
Products: fresh/frozen/canned/smoked products

PICK FISHERIES INC.
702 West Fulton Street
Chicago, Illinois 60606
Contact: Mr. Jerry Lasser
Tel:(312) 226-4700
Fax:(312) 226-4288
Products: packing house, processor, producer,
wholesaler for fresh/frozen fish meal and oil

RYMER FOODS INC.
333 South Wacker Drive, Suite 700,
Chicago, Illinois 60606
Contact: Mr. Allen Edwards
Tel:(312) 444-2066
Products: distributor

RYMER INTERNATIONAL SEAFOODS INC.
388 West Washington, Suite 1505,
Chicago, Illinois 60606
Contact: Mr. Mark A. Bailin
Tel:(312) 236-3266
Fax:(312) 236-4169
Products: distributor

SEA GREENE COMPANY INC.
6610 North St. Louis Avenue
Lincolnwood, Illinois 60645
Contact: Mr. M.R. Greene
Tel:(312) 675-5820
Products: frozen products

SLADE GORTON COMPANY INC.
735 West Lake Street
Chicago, Illinois 60606
Contact: Mr. Norbert J. Thoma
Tel:(312) 738-4222
Products: frozen/cured seafood products

FOR FURTHER INFORMATION:

Canadian Consulate General
310 South Michigan Avenue, 12th Floor,
Chicago, Illinois 60604-4295
Tel:(312) 427-1031/35
Telex: 00254171
Fax:(312) 922-0637
Ms. Karen L. Willhite
Commercial Officer

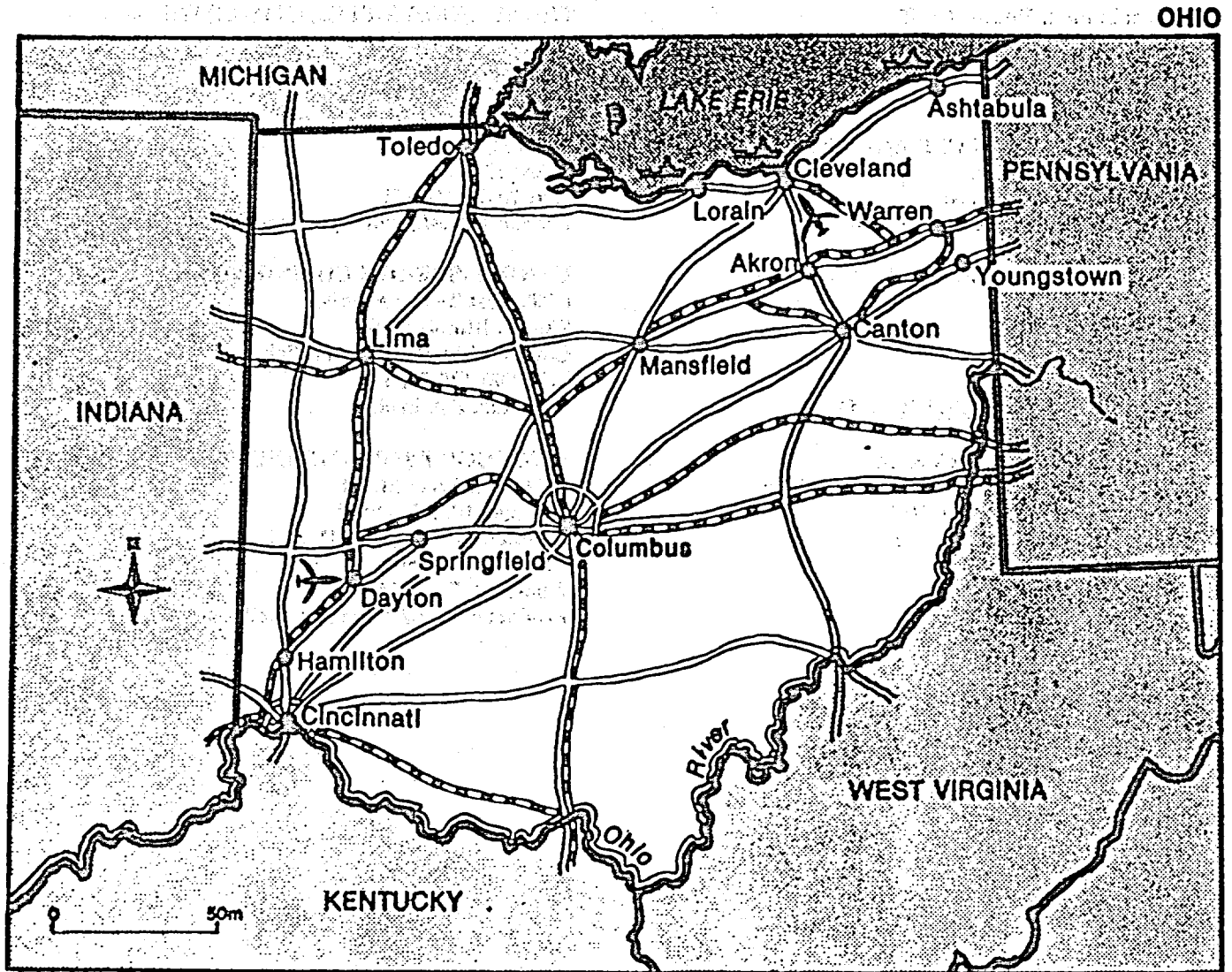
SUPREME LOBSTER & SEAFOOD COMPANY
220 East North Avenue
Ville Park, Illinois 60101
Contact: Mr. Anthony J. Bianco
Tel:(708) 832-6700
Telex: 9102541415
Fax:(708) 832-6688
Products:
fresh/frozen/smoked/breaded/prepared

THE SEAFOOD MERCHANTS LIMITED
900 Forest Edge Drive
Corporate Woods
Vernon Hills, Illinois 60061
Contact: Mr. Roy A. Alexson
Tel:(708) 634-0900
Telex: 754544
Fax:(708) 634-1351
Products: fresh/frozen/canned/smoked/breaded

UNION FISHERIES CORPORATION
6500 West Tewby Avenue
Skokie, Illinois 60077
Contact: Mr. Harold Gorelick
Tel:(708) 675-2736
Products: fish broker

VITA FOOD PRODUCTS INC.
2222 West Lake Street
Chicago, Illinois 60612
Contact: Mr. Stephan D. Rubin
Tel:(312) 738-4500
Fax:(312) 738-3215
Products: fresh/frozen/smoked/cured

CLEVELAND



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

CLEVELAND

There are approximately 30 seafood wholesalers in the Cleveland area and many purchase Canadian seafood products. Purchases are primarily Canadian salmon, some Atlantic cod, rope grown mussels and shellfish, primarily lobster. The trend in seafood consumption in the Cleveland area is fairly high and remains consistent. To date, the majority of seafood entering the Cleveland area has been purchased through Boston and Detroit. However, local wholesalers have requested more information on Canadian seafood products and have shown an interest in future direct purchases from Canadian seafood exporters.

MAJOR CLEVELAND AREA SEAFOOD IMPORTERS

AKRON SEAFOOD INC.

342 East South
Akron, Ohio
Tel:(216) 434-4721
Products: frozen seafood

ASSOCIATED GROCERS INC.

30 South Fourth Street
Dennison, Ohio 44621
Tel:(614) 922-3251
Products: broker

ATLANTIC FISH & SEAFOOD DISTRIBUTORS COMPANY

1016 Tuscarawas,
East Canton, Ohio
Tel:(216) 454-1307
Products: frozen seafood

AXELROD DISTRIBUTING COMPANY

10101 Quincy
Cleveland, Ohio
Tel:(216) 721-6010
Products: frozen seafood

BIG BEAR STORES COMPANY

770 West Goodale Blvd.
Columbus, Ohio 43212
Tel:(614) 464-6500
Products: broker

CARDINAL FOODS INC.

4700 Fisher Road
Columbus, Ohio 43228
Tel:(614) 878-7171
Products: broker

FIRST NATIONAL SUPERMARKETS (OHIO) INC.

17000 Rockside Road
Maple Heights, Ohio 44137
Tel:(216) 587-7100
Products: broker

FISHER FOOD MARKETING INC.

1365 Cherry Avenue
Canton, Ohio 44714
Tel:(216) 453-5408
Products: broker

FLEMING COMPANY INC.

P.O. Box 207,
Massillon, Ohio 44648
Tel:(216) 879-5681
Products: broker

FRED W. ALBRECHT GROCERY COMPANY

2700 Gilchrist Road
Akron, Ohio 44035
Tel:(216) 733-2861
Products: broker

FULTON FISH COMPANY INC.
3610 Woodland Avenue
Cleveland, Ohio
Tel:(216) 241-7798
Products: fresh seafood

HEINENS INC.
20601 Aurora Road
Warrensville Heights, Ohio 44146
Tel:(216) 475-2300
Products: broker

LIBERTY FISH
4101 Stillmore
Cleveland, Ohio
Products: frozen seafood

NAVILLUS GOURMET FISH COMPANY
19120 Detroit Road
Cleveland, Ohio
Tel:(216) 333-7327
Products: fresh seafood

NOBLE FISH
16708 Chagrin Blvd.
Cleveland, Ohio
Tel:(216) 752-7220
Products: fresh seafood

FOR FURTHER INFORMATION:

Canadian Consulate
Illuminating Building,
Suite 1008,
55 Public Square
Cleveland, Ohio 44113-1983
Tel:(216) 771-0150
Telex: 00985364
Fax:(216) 771-1688
Betzy Holm
Commercial Officer

NORTHERN HASEROT COMPANY
2000 West 14th Street
Cleveland, Ohio
Tel:(216) 439-0600
Products: fresh seafood

RISER FOODS
5300 Richmond Road
Bedford Heights, Ohio 44146
Tel:(216) 292-7000
Products: broker

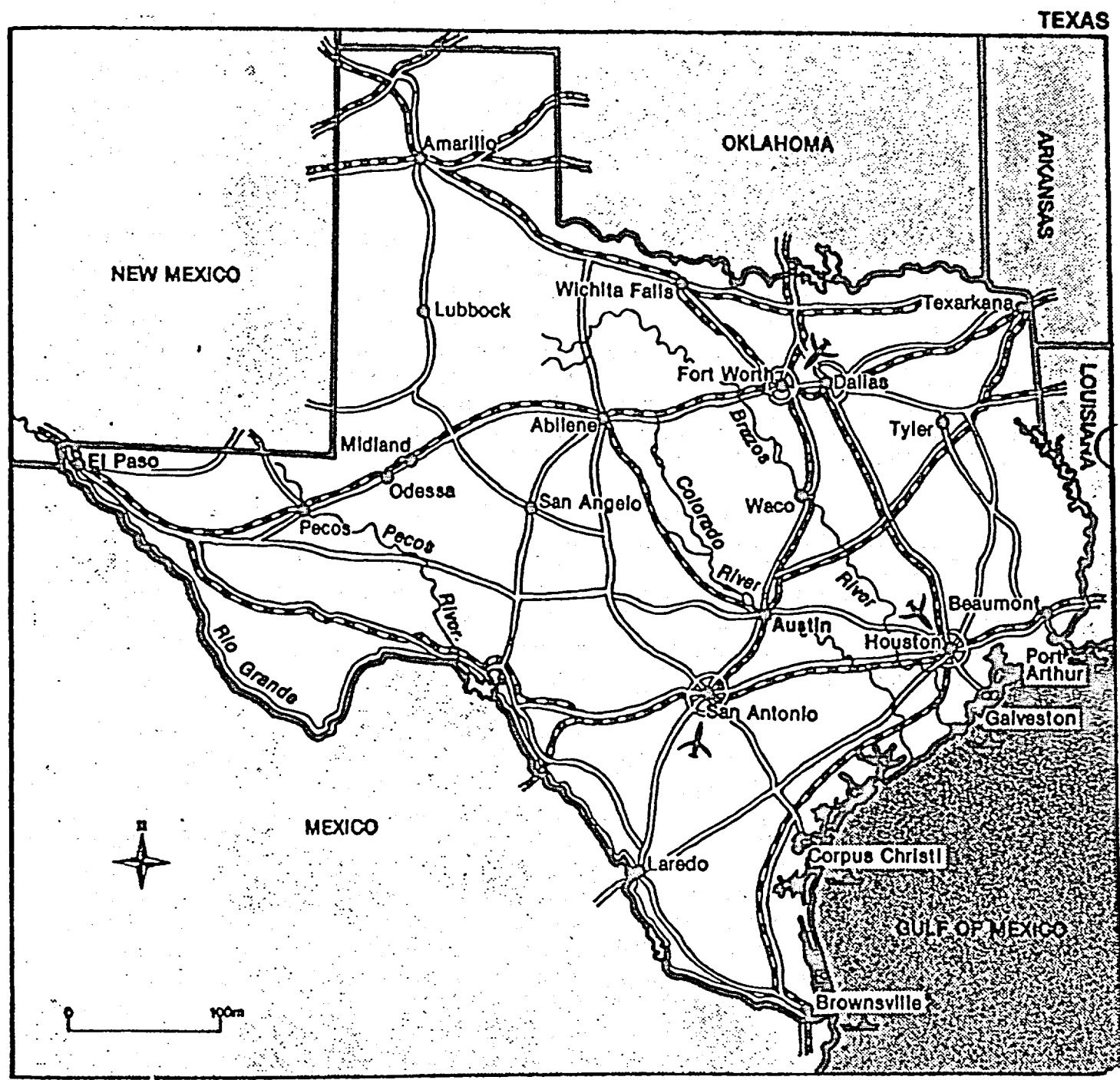
STATE FISH COMPANY INC.
1600 Merwin
Cleveland, Ohio
Tel:(216) 696-0080
Products: frozen seafood

THE KROGER COMPANY
1014 Vine Street
Cincinnati, Ohio 45201
Tel:(513) 762-4000
Products: broker

W.W. MEATS INC.
2394 Canal Road
Cleveland, Ohio
Tel:(216) 621-7846
Products: frozen seafood

WATERFRONT SEAFOODS
5299 Crayton Avenue
Cleveland, Ohio
Tel:(216) 881-4111
Products: fresh seafood

DALLAS



Vancouver +2hr Ottawa -1hr Halifax -2hr

DALLAS

The Canadian Consulate General in Dallas is responsible for the territory which includes Arkansas, Kansas, Louisiana, New Mexico, Oklahoma and Texas. Texas is the second largest state in the U.S., by area, and ranks third in population, after California and New York. Texas has a long border with Mexico and a long coastline on the Gulf of Mexico. Texas is considered a wealthy state with a population of 17 million, approximately one half of all Texans are distributed into the following four major metropolitan areas: Houston (3.2 million), Dallas (2.5 million), San Antonio (1.3 million) and Fort Worth (1.2 million).

It has been estimated that one-half of the retail food business in Texas is split amongst six supermarket chains: H.E. Butts, Kroger, Furr's, Tom Thumb, Winn Dixie and Albertsons. As well, there are a number of other smaller grocery chains that have significant volumes of retail food sales. These smaller chains do not necessarily have stores located throughout the state, but are usually located in certain specific regions of the state. Although Texas is considered to be a consumer of meat and poultry, there is a definite market for the seafood industry. All of the above mentioned supermarket chains carry a wide array of seafood (fresh, frozen and canned). The seafood is imported from Louisiana, California and Massachusetts (mainly Boston).

At the wholesale level of the food market, the following distributors are felt to have the biggest percentage of shares of the Texas market: HEB, Sysco, Grocers Supply, Flemmings, Southland Foods and Scrivner. While wanting to export to this post territory, it is highly recommendable for the Canadian seafood producers and manufacturers to find a broker and/or a distributor and/or wholesaler. The Canadian Consulate General in Dallas is actively pursuing market opportunities and activities which could help the Canadian seafood industry, and there is definite market potential.

Louisiana is one of the south central states with a population of approximately 4.7 million. The state is composed of major cities such as New Orleans, Baton Rouge, Lafayette, Shreveport, Monroe and Alexandria. The mainstays of Louisiana's economy are agriculture, oil and gas and the seafood industry. Louisiana produces 99 percent of the crawfish (or little lobster) in the world, and it represents a \$50 million a year industry for the state. Louisiana's warm gulf waters and fertile estuarine systems are home to more than 100 commercially valuable seafood species, a variety unmatched anywhere else in the nation. Louisiana is also the nation's second largest seafood producer, with 1.2 billion pounds landed in 1989, for a dockside value of more than \$272 million. Louisiana's commercial seafood industry has an economic impact of \$2 billion of the states economy, employing more than 55,000 people in harvesting, processing, wholesaling and distribution. There are more than 500 companies involved in processing and wholesaling seafood in the state, handling primary and value-added processing of shrimp, crabmeat, crawfish, oysters and all species of finfish.

Louisiana is the top producer in the nation of many valuable seafood species: crawfish (119 million pounds), shrimp (100.4 million pounds), blue crab (33.6 million pounds), oysters (11.6 million pounds), tuna (8.6 million pounds), wild catfish (6.1 million pounds), black drum (4.4 million pounds), mullet (2.4 million pounds), sea trout (1.5 million pounds) and red snapper (1.4 million pounds). In addition, Louisiana is ranked second in the nation in landings of swordfish, shark and grouper, three other very popular species nationwide. Of the top 20 ports in volume in the U.S., Louisiana has five: Cameron (#1), Empire/Venice (#4), Dulac/Chauvin (#6), Intracoastal City (#8) and Morgan City/Berwick (#19).

MAJOR SOUTHWEST U.S. SEAFOOD IMPORTERS

BEN E. KEITH FOODS

1805 Record Crossing
Dallas, Texas 75235
Contact: Howard Hallan
Tel:(214) 388-5411
Products: seafood distributor

FLEMING COMPANIES INCORPORATED

6301 Waterford Blvd.,
Oklahoma City, Oklahoma 73126
Tel:(405) 840-7200
Products: major grocery stores

FRENCH EXPRESS COMPANY

4950 Keller Springs Road, Suite 410,
Addison, Texas 75248
Contact: Mr. Jean-Louise Barrere
Tel:(214) 233-6622
Products: fish and seafood

GROCERY SUPPLY COMPANY

130 Hillcrest Drive, P.O.Box 638,
Sulphur Springs, Texas 77079
Contact: Wes Warren
Tel:(214) 885-7621
Fax:(214) 439-1938
Products: major wholesaler

GULF & PACIFIC SEAFOOD

P.O. Box 570595,
Houston, Texas 77257
Contact: Ms. Delores Sorkhi
Tel:(713) 977-8268
Products: fish and seafood

H.E. BUTTS GROCERY COMPANY

4710 North Pan Am Expressway, P.O. Box 18020,
San Antonio, Texas 78212
Contact: Peter H. Gryska
Tel:(512) 662-5304
Products: major broker/wholesaler/distributor

KROGER COMPANY

16770 Imperial Valley Drive
Houston, Texas 77060
Tel:(713) 820-7500
Products: major grocery stores

LAKELAND MARKETING

P.O.Box 381146,
Duncanville, Texas 75138
Contact: Ms. Bernice Hoyt
Tel:(214) 352-2022
Products: broker

LANDLOCK SEAFOOD COMPANY

1815 Trinity Valley Drive
Carrollton, Texas 75006
Contact: Arnold Levy
Tel:(214) 241-7500
Products: major distributor/wholesaler

MAGNOLIA SEAFOOD

1901 Preston Street
Houston, Texas 77002
Contact: Joe Genitempo
Tel:(713) 224-7505
Products: seafood wholesaler

McLANE COMPANY

2915 Center Street, P.O.Box 6116,
Temple, Texas 76501
Contact: J.L. Callaway
Tel:(817) 778-5585
Products: seafood wholesaler

MINYARD FOOD STORE

77 Freeport Parkway
Coppell, Texas 75019
Contact: Tom Farmer
Tel:(214) 462-8700
Products: major grocery stores

NORTH ATLANTIC SEAFOOD

140 Interloop Lane
San Antonio, Texas 78216
Contact: Robert Henderson
Tel:(512) 341-1969
Products: major distributor/wholesaler

P & L SEAFOOD SALES

P.O. Box 381146,
Duncanville, Texas 75138
Contact: Mr. Dalton Lott
Tel:(214) 780-4476
Products: broker

RANDALL'S SUPERMARKETS

16000 Barkers Point
Houston, Texas 77079
Tel:(713) 859-6160
Products: fish and seafood

ROBINSON FOODS

222 B. South 16th Street
Fort Smith, Arkansas 72902
Contact: Mr. Larry Sowden
Products: fish and seafood

SCRIVNER INCORPORATED

1101 SE 59th Street
Oklahoma City, Oklahoma 73126
Contact: Mr. David Wilson
Tel:(405) 670-7246
Products: seafood wholesaler

SCRIVNER INCORPORATED (TEXAS DIV.)

204 North Brownson, P.O.Box 1638,
Victoria, Texas 79902
Contact: Mr. Buddy C. Guenther
Tel:(512) 573-5201
Products: major broker/wholesaler/distributor

SEAFOOD SUPPLY

1500 East Griffin Street
Dallas, Texas 75212
Contact: Mr. Paul Clark
Tel:(214) 565-1851
Products: seafood wholesaler

SKAGGS ALPHA-BETA

1100 Executive Drive, Suite 100,
Dallas, Texas 75234
Tel:(214) 238-7231
Products: major grocery stores

SOUTHLAND DISTRIBUTION CENTER

P.O. Box 384,
Tyler, Texas 75701
Tel:(214) 877-3481
Products: major broker/wholesaler/distributor

SYSCO FOOD SERVICE

P.O. Box 15316,
Houston, Texas 77200
Contact: Mr. John Woodhouse
Tel:(713) 672-8080
Products: corporate headquarters

SYSCO FOOD SYSTEMS INC.

P.O. Box 814229,
Dallas, Texas 75381
Tel:(214) 263-1281/233-9700
Products: regional seafood distributor

TOM THUMB SUPERMARKETS

14303 Inwood Road
Dallas, Texas 75234
Tel:(214) 661-9700
Products: major grocery stores

TRI-STATE WHOLESALE ASSOCIATION

P.O.Box 9938,
El Paso, Texas 79990
Tel:(915) 772-5241
Products: seafood wholesaler

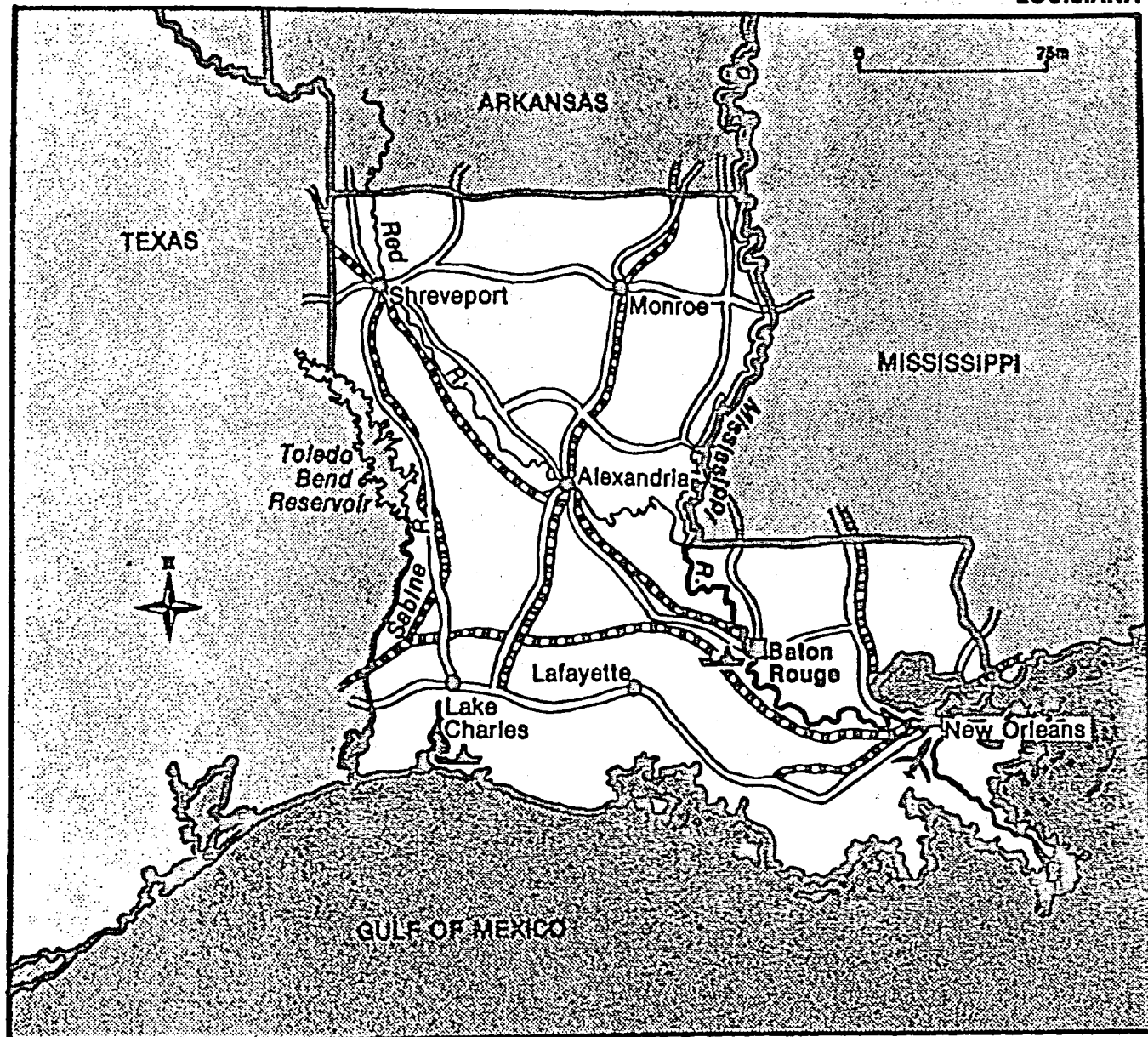
VIKING INTERNATIONAL

9144 Spring Branch Drive, Suite 102,
Houston, Texas 77080
Contact: Mr. Ola Johannessen
Tel:(713) 984-8616
Products: fish and seafood

WILLIAM E. DAVIS & SONS

37 N.W. 122nd Street
Oklahoma City, Oklahoma 73114
Tel:(405) 751-4660
Products: distributor/wholesaler

LOUISIANA



TEXAS

ARKANSAS

MISSISSIPPI

Toledo Bend Reservoir



Lafayette

Baton Rouge

Lake Charles

New Orleans

GULF OF MEXICO

MAJOR LOUISIANA SEAFOOD IMPORTERS

ACADIAN SEAFOOD

3753 Perkins Road
Baton Rouge, Louisiana 70808
Contact: Alen Porche
Tel:(504) 343-4431
Products: catfish, crawfish, red snapper, trout,
crabmeat, oysters, shrimp

BAY TEE SEAFOOD

9243 Henderson Road
Denham Springs, Louisiana 70726
Contact: Bill Beatty
Tel:(504) 665-8399
Products: softshell crab, crawfish

BIGORNEAUX INCORPORATED

P.O.Box 267,
Larose, Louisiana 70373
Contact: Henri Boulet
Tel:(504) 798-7799
Fax:(504) 798-7678
Products: oyster drill

BURAS QUALITY OYSTER COMPANY INC.

P.O.Box 122,
Belle Chasse, Louisiana 70037
Contact: Floyd/Beverly Barrois
Tel:(504) 366-7191
Fax:(504) 366-0116
Products: oysters, drum, croaker, sheephead,
trout, tuna, crab, shrimp, crawfish

CENTRAL AMERICAN FISHERIES INC.

P.O. Box 194,
Kenner, Louisiana 70063
Contact: Jon Nagle
Tel:(504) 464-4634
Fax:(504) 464-4635
Products: grouper, mahi, corvina, trout, oysters,
shrimp

CAJUN CRAWFISH DISTRIBUTORS INC.

5104 Fourth Street
Marrero, Louisiana 70072
Contact: Elton Bernard
Tel:(504) 341-9911
Fax:(504) 341-9229
Products: crawfish

CAJUN SEAFOOD

2126 Ritter Street
Jeanerette, Louisiana 70544
Contact: Brother Collins
Tel:(318) 867-4445
Products: oyster, shrimp

CAJUN SEAFOOD SUPPLIERS INC.

104 East Elina
Abbeville, Louisiana 70510
Contact: Larry/Susan Pilcher
Tel:(318) 893-3070
Products: tuna, amberjack, red snapper, flounder,
black drum

CAJUN WORLD SEAFOOD

4703 Downman Road, Suite 202,
New Orleans, Louisiana 70126
Contact: Roy Heitkamp
Tel:(504) 245-0095
Products: mullet roe, shark fin, softshell crab,
crawfish

CHANNINGS AQUACULTURE PRODUCTS

P.O. Box 30192,
Lafayette, Louisiana 70503
Contact: Chan Perry
Tel:(318) 873-3355
Products: softshell crab, crawfish

COUNTRYWIDE FOODS

4300 I-10 Service Road
Metairie, Louisiana 70001
Contact: Les Serrano
Tel:(504) 888-2955
Products: tuna, snapper, B-liner, grouper, drum,
sheephead, swordfish, mackerel, oilfish

DON'S SEAFOOD INCORPORATED

2521 South Broad Street
New Orleans, Louisiana 70125
Contact: Don Schwab Jr.
Tel:(504) 822-3596
Fax:(504) 822-3682
Products: shrimp, oysters, crab, Gulf finfish,
scallops, frogs legs, lobster tail, crabmeat, catfish

FINS & SKINS INCORPORATED

114 Palmetto Street
Golden Meadow, Louisiana 70357
Contact: Sonya Girard
Tel:(504) 475-5028
Products: shark jaws, eels, seahorses, shark fins,
sharkmeat, dried squid

FISHERY PRODUCERS OF LOUISIANA INC.

7133 Ivy Street
Metairie, Louisiana 70003

Contact: Harlon Pearce

Tel:(504) 738-6091

Fax:(504) 737-8314

Products: black drum, shark, tuna, sea trout, sheephead, shrimp, oyster, catfish, crabmeat, crab, amberjack, hake, cobia, grouper, croaker, flounder, swordfish, mackerel, mullet, wahoo, red snapper

HAYWARD SEAFOOD

40448 Parker Road

Prairieville, Louisiana 70769

Contact: Charlotte/Bill Hayward

Tel:(504) 622-1806

Products: oyster, catfish, crab, crawfish

INTERNATIONAL SEAFOOD TRADERS

CHAUVIN FISHING & PACKING

P.O. Box 207,

Chauvin, Louisiana 70344

Contact: Andrew Ianchard

Tel:(504) 594-5869/3016

Fax:(504) 594-2168

Products: shrimp

K.M.S. SEAFOOD

1805 Cambridge

LaPlace, Louisiana 70068

Contact: Kirt A. Becnel

Tel:(504) 652-5703

Fax:(504) 464-4634

Products: grouper, red snapper, mahi, oysters, sea trout, crabmeat

KLEINS SEAFOOD INCORPORATED

5551 Corporate Blvd. 3G,

Baton Rouge, Louisiana 70808

Contact: Egon Klein

Tel:(504) 231-7180

Fax:(504) 231-7182

Products: blue crab, crabmeat, crawfish

LAFITTE FROZEN FOOD

P.O. Box 501,

Lafitte, Louisiana 70067

Contact: Paul Poon

Tel:(504) 689-3233/4539

Fax:(504) 689-3270

Products: shrimp

LICATA'S SEAFOOD INCORPORATED

19328 17th Avenue

Covington, Louisiana 70433

Contact: Tony Giambelluca

Tel:(504) 893-3474

Fax:(504) 893-4811

Products: black drum, sheepshead, trout, snapper, grouper, mahi, corvina, live crab, crabmeat, catfish, crawfish

LOUISIANA PACKING COMPANY INC.

501 Louisiana Street

Westwego, Louisiana 70094

Contact: Mr. Edward Lee

Tel:(504) 436-2682

Fax:(504) 436-1585

Products: shrimp

MAY'S SEAFOOD

4582 Burton Road

New Orleans, Louisiana 70129

Contact: Scott Pete Jr.

Tel:(504) 254-2265

Fax:(504) 254-9105

Products: live crabs, crabmeat, black drum, sheepshead, frozen shrimp

OLD NEW ORLEANS FRENCH MARKET SFD.

1101 North Peters Street

New Orleans, Louisiana 70116

Contact: Keith Bernard

Tel:(504) 522-8911

Products: shrimp, finfish, crabs, oysters, crawfish

PAUL PIAZZA & SONS INC.

1552 St. Louis Street

New Orleans, Louisiana 70112

Tel:(504) 524-6011

Fax:(504) 566-1322

Products: shrimp, sea trout, croaker

PEARSON'S SEAFOOD

P.O. Box 1002,

Lacombe, Louisiana 70445

Contact: William Pearson

Tel:(504) 882-3396

Fax:(504) 882-6879

Products: oysters, blue crab, sheepshead

PELICAN INTERNATIONAL SEAFOOD INC.

1312 26th Street

Kenner, Louisiana 70062

Contact: Frank Tullos

Tel:(504) 468-3473/3525

Fax:(504) 467-0227

Products: snapper, drum, shark, tuna, swordfish, sheepshead, mackerel, grouper, mahi, wahoo, trout, flounder, garfish, corvina, albacore, catfish, crab, oysters, parrot fish

PIAZZA'S INTERNATIONAL SEAFOODS INC.

1820 Airline
Metairie, Louisiana 70001
Contact: Sal C. Piazza
Tel:(504) 834-6700
Fax:(504) 834-6704
Products: gar, catfish, crawfish, shrimp, mullet
and roe, tuna, butter fish, shark, swordfish,
sheepshead, oysters, drum, clams, squid, flounder

REUTHER'S SEAFOOD COMPANY INC.

P.O. Box 50773,
New Orleans, Louisiana 70150
Contact: C.G. (Bubby) Reuther, III
Tel:(504) 947-1156
Fax:(504) 944-5453
Products: canned shrimp, shrimp

RIVERSIDE SEAFOOD MARKET

6275 River Road
Destrehan, Louisiana 70047
Tel:(504) 764-3191
Products: trout, shrimp, crab, drum, catfish

ROBINSON CANNING COMPANY INC.

P.O. Box 10,
500 Louisiana Street
Westwego, Louisiana 70096
Contact: A.J./K.B. Robinson
Tel:(504) 436-4246
Products: crabmeat, shrimp, oysters

SEAFOOD DISTRIBUTORS OF AMERICA INC.

2515 Delaware Street
Kenner, Louisiana 70062
Contact: E.J. Rusich Jr.
Tel:(504) 465-0281
Fax:(504) 465-0242
Products: black drum, red snapper, mahi, shark,
tuna, grouper, oysters, mullet and roe, shrimp

FOR FURTHER INFORMATION:

Canadian Consulate General
St. Paul Place, Suite 1700,
750 North St. Paul Street
Dallas, Texas 75201-3281
Tel:(214) 922-9806
Telex: 00732637
Fax:(214) 922-9815
Ms. Joanne Legault
Consul and Trade Commissioner

SEAFOOD INTERNATIONAL INC.

P.O. Box 81707,
Lafayette, Louisiana 70598
Contact: Stefan Hedberg
Tel:(318) 233-6950
Fax:(504) 232-4742
Products: crawfish, crab, shrimp, various fish

SOUTHERN GULF SEAFOOD PROCESSORS

5040 Grand Caillou Road
Houma, Louisiana 70363
Contact: Jean or Mary
Tel:(504) 563-4551
Fax:(504) 563-7168
Products: shrimp, canned shrimp

SOUTHERN PRIDE ENTERPRISES

P.O. Box 23892,
New Orleans, Louisiana 70183
Contact: Mr. Gary Borne
Tel:(504) 738-0326
Fax:(504) 736-8687
Products: crawfish

STAN'S CAMP WHOLESALE SEAFOOD

4611 Ponchartrain Drive
Slidell, Louisiana 70458
Contact: Stanley W. Conrad
Tel:(504) 643-3225
Products: crab, shrimp, various fish, oysters

WESTBANK SEAFOOD COMPANY

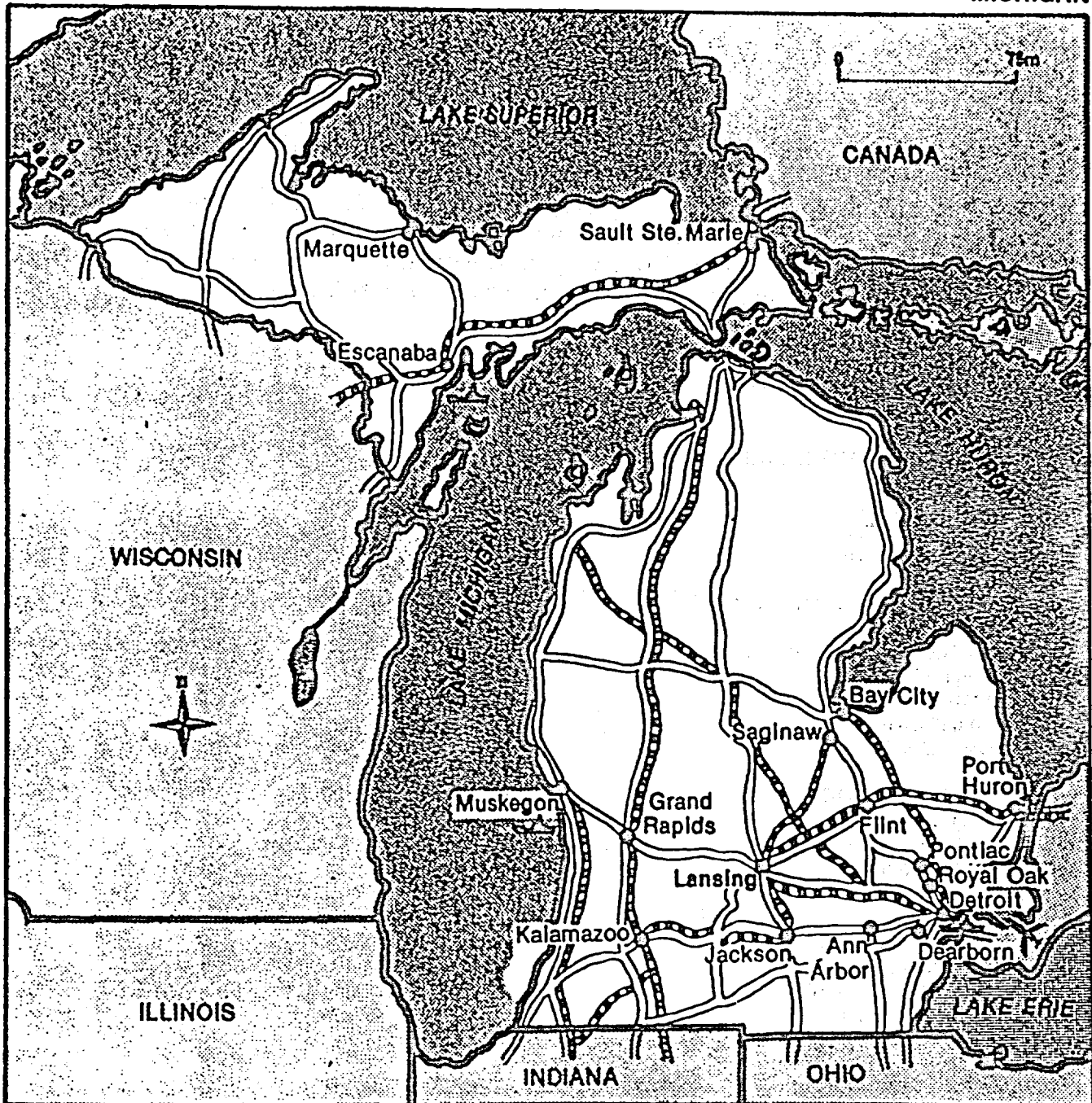
5104 Fourth Street
Marrero, Louisiana 70072
Contact: Elton Bernard
Tel:(504) 341-9911/9229
Products: crawfish, Gulf shrimp, oysters, blue
crab, drum, sheepshead, catfish

WESTPORT SEAFOOD INCORPORATED

P.O. Box 196,
Delcambre, Louisiana 70528
Contact: Harry Tange
Tel:(318) 685-2236
Fax:(318) 685-4713
Products: oysters, shrimp, red snapper, crab,
squid, flounder, grouper, shark, drum, swordfish,
tuna, trout, catfish, gar, crawfish, frogs legs

DETROIT

MICHIGAN



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

DETROIT

The population of Michigan is approximately 9.3 million people, of which 50 percent are female. The work force is largely comprised of blue collar workers, with the automotive industry dominating employment. According to the Michigan Department of Natural Resources, the consumption of fish products from commercial catch is 12 grams per person per day. The total commercial catch fishery market size in Michigan is estimated at 89 million pounds. The Canadian fishery exports a wide variety of fish species to the Michigan marketplace, however, only a few of these species represent significant volumes. Canadian fishery exports to Michigan are the equivalent of 12.8 million lbs, therefore, the Canadian fishery represents a market share of approximately 14.4 percent of all consumption of commercial caught fish in Michigan.

MAJOR MICHIGAN SEAFOOD IMPORTERS

BORMAN'S INC./FARMER JACKS

Division of A&P,
18718 Borman Avenue
Detroit, Michigan 48228
Contact: Bill Slimmen
Tel:(313) 270-1000
Products: services grocery markets

CARAMAGNO FOODS CO. INC.

14255 Dequindre Avenue
Detroit, Michigan 48212
Tel:(313) 869-8200
Products: seafood

C. MASCARI & ASSOCIATES

28157 Dequindre Road
Madison Heights, Michigan
Tel:(313) 399-0950
Products: broker

D. & W. FOOD CENTER INC.

3966-44th Street S.W.
Grandville, Michigan 49418
Contact: Larry Laninga
Tel:(616) 538-2180
Products: services grocery markets

FATA & SONS INC.

16740 Industrial Parkway,
Lansing, Michigan 48906
Tel:(517) 321-5991
Products: seafood

GLEN'S MARKETS

829 West Main Street
Gaylord, Michigan 49735
Contact: Larry Schumanns
Tel:(517) 732-6264
Products: services grocery markets

GORDON FOOD SERVICE INC.

333-50th Street S.W.,
Grand Rapids, Michigan 49508
Contact: Jim Linton
Tel:(616) 530-7000
Products: seafood distributor

GRANTS-SYSCO FOOD SERVICE INC.

2700 Perkins Avenue
Saginaw, Michigan 48601
Tel:(517) 752-3161
Products: seafood distributor

HALLING BROWN

37475 Schoolcraft Street
Livonia, Michigan 48150
Tel:(313) 591-0805
Products: seafood

HAMADY BROTHERS FOOD MARKETS INC.

3301 South Dort Highway
Flint, Michigan 48507
Contact: Phil Hollander
Tel:(313) 744-0000
Products: services grocery markets

HARDING'S MARKET WEST INC.

211 Bannister Street,
Kalamazoo, Michigan 49080
Contact: Dave Glidden
Tel:(616) 685-9807
Products: services grocery markets

JAMES K. TAMAKIAN & CO.

P.O.Box 2127,
Detroit, Michigan 48037
Tel:(313) 424-8500
Products: trading house

KING FROST FOODS INC.

1900 Alfred Street
Detroit, Michigan 48207
Contact: Tom Soloman
Tel:(313) 567-1387
Products: seafood

LOMBARDI FOODSERVICE

2465--23 Mile Road,
Utica, Michigan 48087
Tel:(313) 254-3550
Products: seafood distributor

MEADOWDALE FOODS INC.

8711 Meadowdale Avenue
Detroit, Michigan 48228
Contact: Tom Yanaga
Tel:(313) 943-3300
Products: services grocery markets

MEIJAR INC.

2929 Walker Avenue N.W.
Grand Rapids, Michigan 49504
Contact: Dale Mathews
Tel:(616) 453-6711
Products: services grocery markets

MID STATE FRUIT INC.

Boon Road,
Cadillac, Michigan 49601
Tel:(616) 775-2439
Products: distributor

MIESEL/SYSCO FOODSERVICE CO.

41600 Van Born Road
Canton, Michigan 48188
Contact: Don Staley
Tel:(313) 397-7990
Products: seafood distributor

NORTHLAND MARKETING

P.O.Box 865,
Southfield, Michigan 48037
Tel:(313) 353-0222
Products: seafood

SAHAKIAN, SAUM & GORDON BROKERS

15160 W. Eight Mile Road, Suite 207,
Oak Park, Michigan 48237
Tel:(313) 968-4800
Products: broker

SALASNEK FISHERIES INC.

2140 Wilkins Street
Detroit, Michigan 48207
Contact: Roy Phillips
Tel:(313) 567-2000
Products: fresh seafood distributor

STANDARD FISH DISTRIBUTORS

1011 East Ferry,
Detroit, Michigan 48208
Contact: Howard/David Halpern
Tel:(313) 871-1115
Products: seafood distributor

STAPLETON'S

2375 Midland Road
Hemlock, Michigan 48626
Tel:(517) 642-5211
Products: seafood

SUPERIOR FISH COMPANY

327 East Fourth Street
Royal Oak, Michigan 48067
Contact: David Dean
Tel:(313) 541-4632
Products: seafood distributor

SUPERIOR SEAFOODS

4243 Broadmoor S.E.,
Grand Rapids, Michigan 49508
Tel:(616) 698-7700
Products: seafood

SYSCO/FROST-PACK FOOD SERVICES INC.

3700 Sysco Ct. S.E.
Grand Rapids, Michigan 49508
Tel:(616) 949-3700
Products: seafood distributor

THE GREAT ATLANTIC AND PACIFIC TEA CO

19900 W. Nine Mile Road,
Southfield, Michigan 48075
Contact: Bob Folwell
Tel:(313) 353-1212
Products: services grocery markets

THE KROGER COMPANY

17197 Laurel Park Drive North
Livonia, Michigan 48151
Contact: Russ Kittleson
Tel:(313) 462-6800
Products: services grocery markets

THE PFEISTER COMPANY
P.O.Box 3304,
36300 Schoolcraft Street
Livonia, Michigan 48150
Tel:(313) 591-1900
Products: broker

THE SONNEVELDT CO.
435 Ionia Avenue S.W.
Grand Rapids, Michigan 49503
Tel:(616) 456-7171
Products: seafood

FOR FURTHER INFORMATION:

Canadian Consulate General
1100-600 Renaissance Center,
Detroit, Michigan 48243-1704
Tel:(313) 567-2340
Fax:(313) 567-2164
Mr. Jim Lyon
Commercial Officer

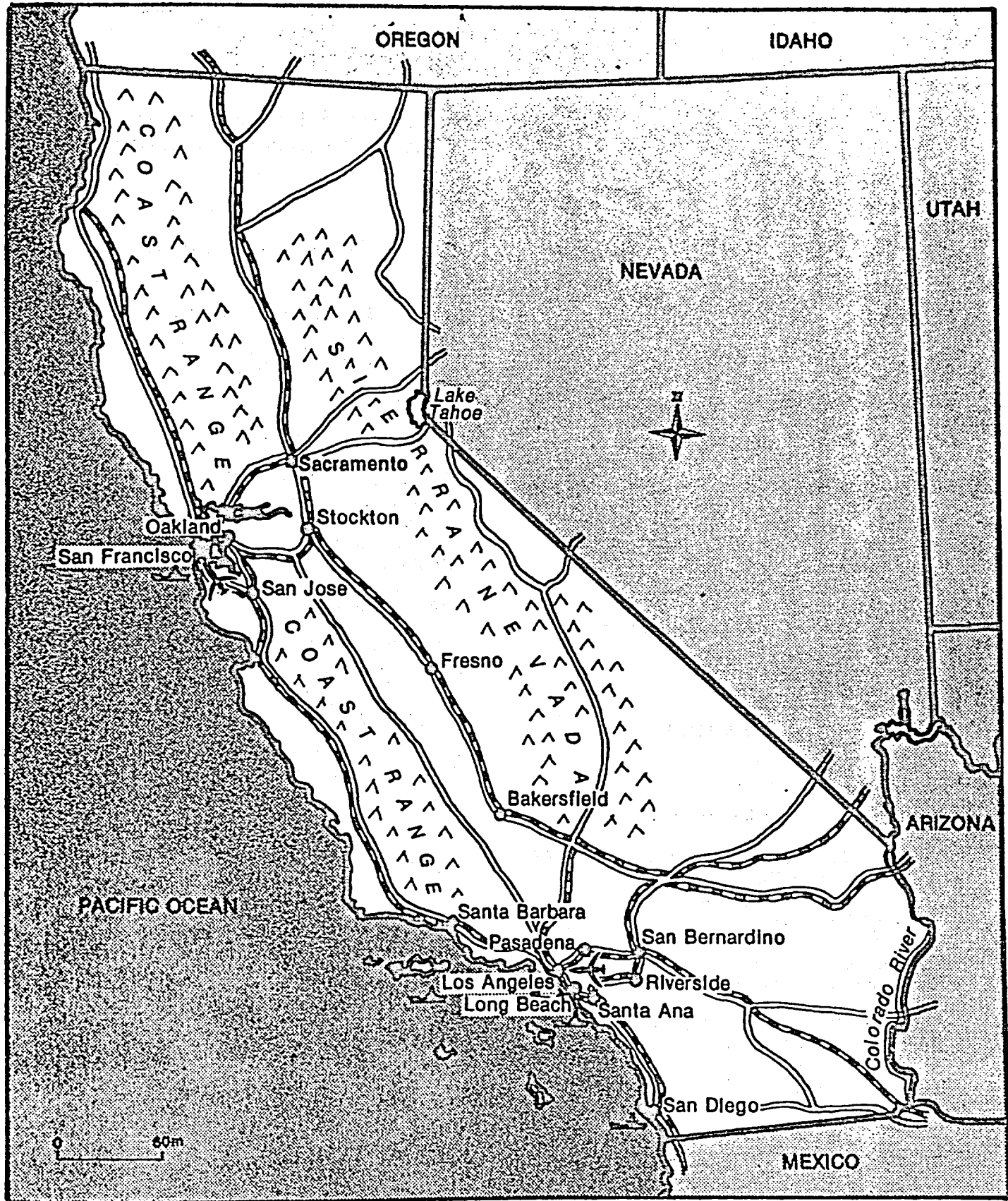
UNITED FISH DISTRIBUTORS
1349 Adelaide Avenue
Detroit, Michigan 48207
Contact: Louis Davis
Tel:(313) 567-6533
Products: seafood distributor

WESTERN FISH CO. INC.
2515 Michigan Ave
Detroit, Michigan 48216
Contact: Mike Davidson/Charles Disner
Tel:(313) 237-0080
Products: seafood distributor

WEYAND FISHERIES INC.
471 Biddle Street
Wyandotte, Michigan 48208
Contact: Pat Weyand
Tel:(313) 284-0400
Products: seafood

LOS ANGELES

CALIFORNIA



Vancouver +/-0hr Ottawa -3hr Halifax -4hr

LOS ANGELES

California offers excellent opportunities for most species of Canadian seafood. Per capita consumption of seafood in California is in excess of 2 lbs greater than the national average.

MAJOR SOUTHWESTERN U.S. SEAFOOD IMPORTERS

ALCO
119 Wilhardt Street
Los Angeles, California 90012
Contact: Alan Wong
Tel:(213) 222-6001
Telex: 194328
Products: shellfish, shrimp

ALPINE INTERNATIONAL CORPORATION
690 Moulton Avenue (90031)
P.O.Box 60929,
Los Angeles, California 90060
Contact: Frank Lee
Tel:(213) 222-9196
TWX: 910-321-4699
Products: scallop, lobster, shrimp, crab, squid

AMENDE & SCHULTZ INC.
1017 Fremont Avenue
P.O.Box 788,
South Pasadena, California 91030
Contact: Neil osser
Tel:(213) 682-3806
ITT: 497-0628
Products: fish and shellfish fresh/frozen

AMERICAN HONG KONG EVERON COMPANY
413 North Harvard Blvd.
Los Angeles, California 90004
Contact: John Kwong
Tel:(213) 611-6302
TWX: 910-321-3787
Products: frozen fish and shellfish

ARIA INTERNATIONAL INVESTMENTS
150 South Los Robles Avenue, #5,
Pasadena, California 91101
Contact: Parviz Aria
Tel:(818) 795-7720
Telex: 3781765
Fax:(818) 795-7738
Products: fish and shellfish fresh/frozen/canned

ASIA SHIPPING & TRADING CORPORATION
1117 Westminster Avenue
Alhambra, California 91803
Contact: Kenneth H.Y. Chan
Tel:(818) 576-8493
Telex: 698143
Products: fish frozen/canned

B/R SALES COMPANY INC.
6924--G Canby Avenue, #119,
Reseda, California 91335
Contact: Stan arnett
Tel:(818) 705-6511
Products: fish, shrimp, scallops, swordfish, other
seafood products

BANGKOK MARKET INC.
2849 Leonis Blvd.
Los Angeles, California 90058
Contact: Mary Tila
Tel:(213) 585-5385
TWX: 910-321-5790
Products: frozen fish and shellfish

BROMAR FOOD SERVICE SALES
9420-G Telstar Avenue,
Suite 200,
El Monte, California 91731
Contact: John Hassey
Tel:(818) 442-9310
Products: fish and seafood

BUMBLE BEE SEAFOODS INC.
P.O.Box 23508,
San Diego, California 92123
Contact: J.T. McCarthy
Tel:(619) 560-0404
Fax:(619) 560-6595
Products: fish and shellfish, tuna, salmon, oyster,
other seafood products

CABCO EXPORT INC.
28635 Hazelridge Drive
P.O.Box 7000-167,
Rancho Palos Verdes, California 90274
Contact: Mike Hayashi
Tel:(213) 377-1427
Products: fish, salmon, crab, herring roe

CADE-GRAYSON COMPANY
P.O.Box 1955,
Vista, California 92083
Contact: Steve Cade
Tel:(619) 941-2733
Telex: 4992680
Products: shellfish

CALIFORNIA SEAFOOD CORPORATION
3094 Ellington Drive, #206,
Los Angeles, California 90068
Contact: Sandy Yudovin
Tel:(213) 851-6901
Products: fish fresh/frozen

CATALINA FISH COMPANY INC.
2210 Signal Place
San Pedro, California 90731
Contact: Nick Vitalich
Tel:(213) 832-0241
Products: fish, squid, mackerel, tuna, bonito,
swordfish

CITY SEA FOODS INC.
531 Towne Avenue
Los Angeles, California 90013
Tel:(213) 746-1307
Telex: 67-4561
Products: fish and shellfish fresh/frozen

COMEAU'S SEAFOODS INC.
350 K Milliken
Ontario, California 91761
Contact: Stell C. Paterson
Tel:(714) 986-5556
Products: scallops, fillets, shrimp, herring, lobster,
crab, surimi, smoked fillets

CROWN PRICE
4821 Gregg Road, P.O.Box 510,
Pico Rivera, California 90660-0510
Contact: Robert Hoffman
Tel:(213) 692-8763
Telex: 69-8508
TWX: 910-583-1429
Products: mackerel, abalone, sardines, oysters,
clams, shrimp, crab, lobster, anchovy

DEEP SEA SHRIMP IMPORTING CO. INC.
101 South First Street, Suite 401,
Burbank, California 91502
Contact: Daniel Wood
Tel:(213) 849-6679
Products: shrimp

DENTON & ASSOCIATES
1786--GW Lincoln Avenue, Ste F,
Anaheim, California 92801
Contact: Larry Denton
Tel:(714) 999-1022
Products: fish, clams, shrimp, crab, sardines

DONG LOI SEAFOOD COMPANY
9717 Bolsa Avenue
Westminster, California 92683
Contact: Loi Hung Huynh
Tel:(714) 531-1071
Products: fresh/frozen fish, lake smelts

FISHERMAN'S WHARF MARKET
Breakwater Santa Barbara
Santa Barbara, California 93109
Contact: Allen Stuart
Tel:(805) 966-4494
Products: fresh fish and shellfish

FISHKING PROCESSORS INC.
1324 East 15th Street
Los Angeles, California 90021
Contact: Al Nigorivawa
Tel:(213) 746-1307
Telex: 67-4561
Products: frozen fish and shellfish

FOOD SERVICE MARKETING INC.
5517 N. Canyon Highway,
Phoenix, Arizona 85015
Contact: J. Corey
Tel:(602) 246-8595
TWX: 9109511388
Products: fish, shellfish, shrimp, cod, pollock

FOODSERVICE ASSOCIATES
7801 East Telegraph Road, Unit L,
Montebello, California 90640
Contact: Bob Anderson
Tel:(213) 685-7943
Products: all fish, mahi-mahi

G & G FOOD SALES COMPANY
6705 North 8th Street,
Phoenix, Arizona 85014
Contact: Bob Ganz
Tel:(602) 264-9518
Products: fish and shellfish frozen/canned

G.W. MARKET

672 North Spring Street
Los Angeles, California 90012
Contact: Bill Chan
Tel:(213) 624-0277
Products: fish and shellfish fresh/frozen

GREAT PACIFIC UNITED INC.

812 East 12th Street
Los Angeles, California 90021
Contact: Bie Chun
Tel:(213) 741-0323
Telex: 683-1402
Products: fish and shellfish frozen/canned

HAN YANG TRADE COMPANY INC.

13760 South Gramercy Place
P.O.Box 5539,
Gardena, California 90249-5539
Contact: Won H. Min
Tel:(213) 532-7040
Products: shellfish fresh/frozen/canned

HANWA AMERICAN CORPORATION

624 South Grand Avenue,
Suite 2304,
Los Angeles, California 90017
Contact: Mikio Tanaka
Tel:(213) 627-9931
Telex: 67-3600
Products: all seafoods

HARRISON PIERCE & COMPANY INC.

418 South Central Avenue,
Suite 100,
Los Angeles, California 90013
Contact: Cheryl Wall
Tel:(818) 629-1741
TWX: 910-321-2923
Products: frozen fish and shellfish

HOLLY SEAFOOD COMPANY

410 Towne Avenue
Los Angeles, California 90013
Contact: Dick Merry
Tel:(213) 625-2513
Products: fish and shellfish fresh/frozen

INTERNATIONAL SEAFOOD VENTURES

624 East 4th Street
Los Angeles, California 90013
Contact: Stewart Kozloff
Tel:(213) 617-0141
Telex: 181103
Products: salmon, crab, lobster, shrimp, milkfish

INTERNATIONAL SEAFOOD SALES

463 South Crescent Heights Blvd.
Los Angeles, California 90048
Contact: Harry Cohen
Tel:(213) 938-6561
Fax:(213) 938-6704
Products: fish and shellfish fresh/frozen

INTERNATIONAL MARINE PRODUCTS INC.

500 East 7th Street
Los Angeles, California 90014
Contact: Kunihiko Kawakami
Tel:(213) 680-0497
Telex: 67-3519
Products: fish and shellfish, tuna, salmon, shrimp,
other seafood products

**J.J. CAMILLO SEAFOOD BROKERAGE
COMPANY**

545 Harbor Lane
San Diego, California 92101
Contact: Maurice Camillo
Tel:(619) 238-1963
Telex: 494-2645
Products: fish, shellfish, crab, halibut, shrimp

JAC CREATIVE FOOD INC.

3050 East 11th Street
Los Angeles, California 90023
Contact: Terri Kishimoto
Tel:(213) 263-3344
Fax:(213) 263-4012
Products: surimi, analogs fresh/frozen

JIN HAN INTERNATIONAL INC.

2911 South Compton Avenue
Los Angeles, California 90011
Contact: J.S. Kim
Tel:(213) 233-5261
Telex: 688445
Products: frozen yellow croaker, beltfish, squid

JOSEFINA FISH COMPANY

2451 Borton Drive,
P.O. Box 92028,
Santa Barbara, California 93109
Contact: Andres Martinez
Tel:(805) 965-5567
Products: shellfish, sea urchin

K & C FOOD SALES

222-GE 38th Street
Vernon, California 90058
Contact: Bob Wines
Tel:(213) 232-1037
Products: fresh/frozen cod, scallops, pollock

KANALOA IMPORTS

2828 Serena Road
Santa Barbara, California 93105
Contact: Don Disraeli
Tel:(805) 682-6169
Products: fresh/frozen fish and shellfish, other seafood products

KELLY-CLARKE INC.

1540 South Bridge Gate Drive
Diamond Bar, California 91765
Contact: Dick Olmstead
Tel:(714) 860-6757
Products: fish and shellfish

KING MEAT INC.

4215 Exchange Avenue
Los Angeles, California 90058
Contact: Mike Hughes
Tel:(213) 582-7401
Telex: 69-1443
Products: fish and shellfish products

L.H. RODRIGUEZ SEAFOODS INC.

3541 South 12th Avenue,
Tucson, Arizona 85711
Contact: L.H. Rodriguez
Tel:(602) 623-1931
Products: fish and shellfish frozen/canned, other seafood products

LONG BEACH SEAFOODS COMPANY

825 West 16th Street
Long Beach, California 90813
Contact: Barry Stilwell
Tel:(213) 435-5357
Products: fish fresh/frozen

LONG BEACH ENTERPRISE INC.

12319 Florence Avenue
P.O.Box 3048,
Sant Fe Springs, California 90670
Contact: Tai Tran
Tel:(213) 944-8945
Telex: 691342
Products: frozen fish, halibut, swordfish, salmon, crab, scallops

LORENZANA FOOD CORPORATION

627 North Vermont Avenue
Los Angeles, California 90004
Contact: Gerry Garland
Tel:(213) 660-2220
Telex: 0674398
Products: fish fresh/frozen/canned

LOS ANGELES FISH & OYSTER COMPANY

2212 Signal Place
San Pedro, California 90731
Contact: John Robinson
Tel:(213) 832-4249
Products: fish fresh/frozen

LOS ANGELES SMOKING & CURING COMPANY

778 Kohler Street
P.O.Box 21938,
Los Angeles, California 90021
Contact: Louis Vitale
Tel:(213) 622-0724
Telex: 181-445
Products: salmon, herring, shrimp, crab, cod

MARINE SERVICE ENTERPRISE INC.

P.O.Box 3007,
Del Mar, California 92014-6007
Contact: William J. Horner
Tel:(619) 481-8610
Telex: 181-771
Fax:(619) 481-6762
Products: tuna frozen/canned

MARINER'S SEAFOOD PRODUCTS INC.

1140 Fremont Avenue
South Pasadena, California 91030
Contact: Douglas A. Glithero
Tel:(818) 799-4166
Telex: 182-182
Products: fish and shellfish fresh/frozen

MITSUBISHI FOODS (MC) INC.

9605 Scranton Road, Suite 800
P.O.Box 81226,
San Diego, California 92138
Contact: Michael E. Dunn
Tel:(619) 587-9000
Telex: 249-048/283-759
Products: canned tuna oyster, clam, mackerel

MORRISON DISTRIBUTING

2242 East Mabel Street,
Tucson, Arizona 85719
Contact: Harry L. Morrison
Tel:(602) 326-1070
Products: fish and shellfish

NAM HOA FISH MARKET

656 North Broadway
Los Angeles, California 90012
Contact: Nguyen Hahn
Tel:(213) 617-3400
Products: fish and shellfish

NATIONAL BROKERAGE OF CALIFORNIA INC.

1424/26 East Katella Avenue
Anaheim, California 92805
Contact: Marna Baumgarten
Tel:(714) 978-0999
TWX: 910-595-2538
Products: frozen fish and shellfish

NEPTUNE FOODS INC.

619 Kohler Street
P.O.Box 21391,
Los Angeles, California 90021
Contact: Hector Poon
Tel:(213) 626-5895
Products: frozen shrimp, scallops, oyster, fillets,
other seafood products

NORMARK FOODS INC.

3200-GW Temple Street,
P.O. Box 26905,
Los Angeles, California 90026
Contact: John Goodwin
Products: all seafood

OCEAN FISH COMPANY

2204 Signal Place,
P.O.Box 83,
San Pedro, California 90733
Contact: Stanley DiMeglio
Tel:(212) 519-9225
Products: fish and shellfish fresh/frozen

OCEAN CROWN SEA FOOD

6021 Scott Way,
Commerce, California 90040
Contact: Don Chapman
Tel:(213) 724-0202
Products: fish fresh/frozen

PACIFIC ATLANTIC SALES CORPORATION

888 Prospect Street,
Suite 300,
La Jolla, California 92037
Contact: Saul Rosenberg
Tel:(619) 452-7340
Telex: 697878
Products: fish and shellfish

PACIFIC KING FOODS INC.

143 East Foothill Blvd.,
Suite A,
Pomono, California 91767
Contact: Yukio Bito
Tel:(714) 593-0327
TWX: 910-581-3843
Products: surimi, herring

PACIFIC FRESH FISH COMPANY

535 Stanford Avenue
Los Angeles, California 90013
Contact: Joon Sik Pak
Tel:(213) 623-6220
Products: fish and shellfish fresh/frozen

PACIFIC MARINE PRODUCTS CORPORATION

398 South Kalorama Street
Ventura, California 93001
Contact: Ryosuke Matsui
Tel:(805) 648-3261
Fax:(805) 648-7148
Products: fresh/frozen sea urchin

PAN AMERICAN SEAFOOD INC.

815 Thompson Avenue
Glendale, California 91201
Contact: Douglas F. Graham
Tel:(818) 956-5888
TWX: 910-497-2082
Products: frozen shrimp

PAN ASIA (U.S.A) COMPANY

15237 Texaco Avenue
P.O.Box 851,
Paramount, California 90723
Contact: Somachi Kiatsrich
Tel:(213) 634-5400
Telex: 677376
TWX: 910-5831-406
Products: fish and seafood

PINSKI, GENE, & ASSOCIATES

131-GE Fig Street,
Suite 105,
Fallbrook, California 92028
Contact: Wayne Dearden
Tel:(213) 548-4144
Products: fish

R.M. SLOAN COMPANY

732 West 9th Street, #207
P.O.Box 1637,
San Pedro, California 90731
Contact: Doug Harbison
Tel:(212) 775-7555
Products: fish and shellfish fresh/frozen

R.S. WILSON COMPANY

4560 Admiralty Way, Suite 108B,
P.O.Box 11803,
Marina Del Ray, California 90292
Contact: Robert S. Wilson
Tel:(213) 306-6702
Products: fishery by-products

R.W. JOYCE COMPANY INC.

11777 San Vicente Blvd.
P.O.Box 49917,
Los Angeles, California 90049
Contact: Barry Cook
Tel:(213) 879-9681
TWX: 910-342-7599
Fax:(213) 820-0943
Products: shellfish, turbot, orange roughy

ROSE FROZEN SHRIMP INC.

541 Ceres Avenue
Los Angeles, California 90013
Contact: Ken Takiguchi
Tel:(213) 626-8251
Products: shrimp, scallops, pollock, oyster, perch,
other seafood products

ROTAL PACIFIC SEAFOOD COMPANY INC.

3636 5th Avenue, #306
San Diego, California 92103
Contact: Gerry Segawa
Tel:(619) 235-8284
Products: fish and shellfish fresh/frozen

ROYAL CROWN ENTERPRISES INC.

520 Hofgarden
La Puente, California 91744
Contact: Juergen Lotter
Tel:(818) 336-4433
Telex: II 9105803157
Products: shellfish

S.E. RYKOFF & COMPANY INC.

761 Terminal Street
P.O.Box 21921,
Los Angeles, California 90021-0917
Contact: Andrew Weiss
Tel:(213) 622-4131
Telex: 67-4233
Products: fish frozen/canned

S.M. UNI SERVICE

728 Ceres Avenue
Los Angeles, California 90021
Contact: Neal Matsushita
Tel:(213) 626-2557
Products: sea urchin

SCHIFANO FOOD SALES INC.

537 East Delano,
Tucson, Arizona 85705
Contact: Joseph Schifano
Tel:(602) 622-1521
Products: fish, shellfish, shrimp, lobster

SEA CORP SALES INC.

133 Paradise Cove
Malibu, California 90265
Contact: Don Sway
Tel:(213) 457-9116
Products: fish fresh/frozen

SELEY & COMPANY

1515 Hope Street
P.O.Box 36,
South Pasadena, California 91030
Contact: Bobby Silverness
Tel:(818) 799-1196

SHELTER ISLAND SEAFOOD

667 South Santa Fe Avenue
Los Angeles, California 90022
Contact: Mike Cherashore
Tel:(213) 627-4646
Telex: 277673
Products: fish and shellfish fresh/frozen

SOUTHERN CALIFORNIA TRADING CORP.

9322 Bellanca Avenue
Los Angeles, California 90045
Contact: Mas Takahashi
Tel:(213) 216-6933
Products: shellfish fresh/frozen, sea urchin

STANDARD SEAFOOD

2208 Signal Place
San Pedro, California 90731
Contact: Alan Harvey
Tel:(212) 832-8395
Products: fish and shellfish fresh/frozen

STAR FISHERIES INC.

2206 Signal Place
San Pedro, California 90731
Contact: Anthony DiMaggio
Tel:(213) 832-8395
Products: fish, salmon, cod, snapper

STAR-KIST FOODS INC.

180 East Ocean Blvd.
Long Beach, California 90802
Contact: Allyn Ayotte
Tel:(213) 590-7900
Telex: 65-6342
Products: tuna, mackerel, sardine canned

STATE FISH COMPANY

2194 Signal Place
San Pedro, California 90731
Contact: John Deluca
Tel:(213) 775-7171
Telex: 68-6106
Products: halibut, cod, Pacific snapper

T.J. HINES & COMPANY LIMITED
226 East Canon Perdido, Suite I,
P.O.Box 52,
Santa Barbara, California 93102
Contact: Tom Hines
Tel:(805) 965-6593
Products: fresh/frozen fish and shellfish, abalone,
crab, halibut, salmon, rockfish

TRI-MARINE INTERNATIONAL (PTE) LIMITED
150 West 7th Street, Suite 205,
San Pedro, California 90731
Contact: Renato Curto
Tel:(213) 548-6245
Telex: 824071 or 194464
Products: frozen shrimp, swordfish, tuna

UNITED POULTRY COMPANY
736 North Broadway
Los Angeles, California 90012
Contact: Nelson Moy Jr.
Tel:(213) 624-3788
Products: shellfish, swordfish

VELLING, GENE J, COMPANY INC.
9 Cupania Circle
Monterey Park, California 91754
Tel:(213) 888-6938
Products: shrimp, crab, halibut, scallops, whiting

VWH COMPANY LIMITED
1170 North Durfee Avenue, Suite I,
South El Monte, California 91733
Contact: Keith Hines
Tel:(818) 444-7761
Telex: 67-5571
Products: lobster, salmon, crab, shrimp, dogfish

FOR FURTHER INFORMATION:

Canadian Consulate General
300 South Grand Avenue,
10th Floor, California Plaza,
Los Angeles, California 90071
Tel:(213) 687-7432
Telex: 00674119
Fax:(213) 620-8827
Mr. Carl W. Light
Commercial Officer

W.R. MERRY SEAFOOD COMPANY INC.
636 Stanford Avenue
Los Angeles, California 90021
Contact: Bill Merry Jr.
Tel:(213) 623-2306
Products: fish and shellfish fresh/frozen

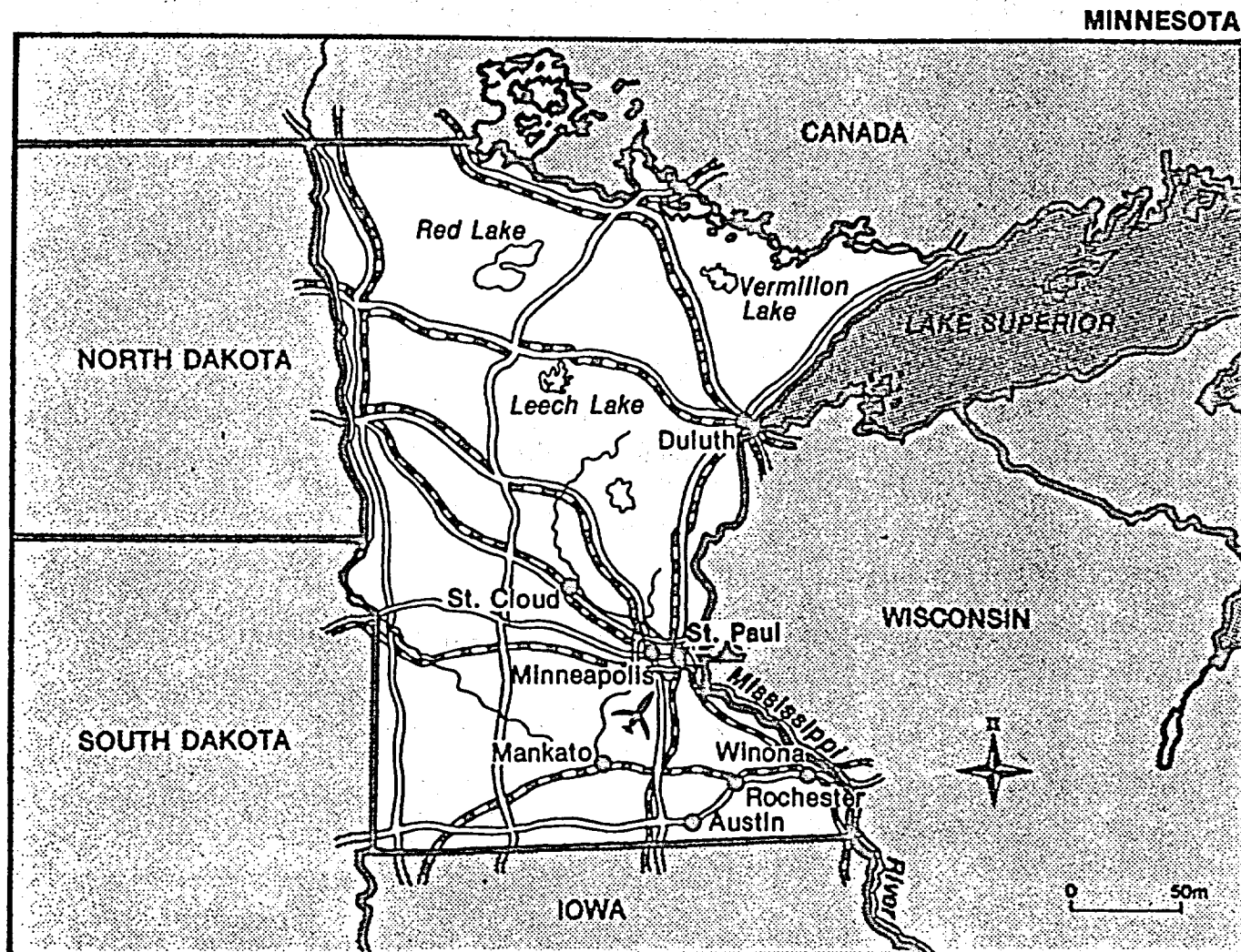
WING LEE SHRIMP COMPANY INC.
1422 Sunset Blvd.
Los Angeles, California 90026
Contact: Gordon Au
Tel:(213) 250-4504
Products: shrimp, scallops, lobster

WOLFSTEIN INTERNATIONAL INC.
706 South Hill Street, Suite 1250,
Los Angeles, California 90014
Contact: Philip Wwolfstein
Tel:(213) 689-9514
Telex: 677234
Products: fish, shellfish, octopus, shrimp, shark

WOO CHEE CHONG INC.
633-16th Street
San Diego, California 92101
Contact: Jerry Pitcher
Tel:(619) 233-6311
RCA: 295462 WCC UR
Products: fish and shellfish fresh/frozen

YANAGITA TRADING COMPANY
1600 West Redondo Beach Blvd., #205,
Gardena, California 90247
Contact: Ken Yanagita
Tel:(213) 321-4862
TWX: 910-346-7627
Products: fish and shellfish fresh/frozen/canned

MINNEAPOLIS



Vancouver +2hr Ottawa -1hr Halifax -2hr

MINNEAPOLIS

The U.S. Upper Midwest market size for seafood is estimated at over \$800 million US. This represents a higher than expected rate of consumption due to highly innovative merchandising efforts at the retail level. U.S. national organizations (F.M.I., N.S.M.I.) indicate this market is 2-3 years ahead of the rest of the US in marketing, inspection, quality control, transportation, merchandising, presentation and advertising. Currently, the market division is: 60 percent of fish and seafood is sold in retail stores; and 40 percent in the restaurant/foodservice trade. The major growth potential is in the retail sector, with future large increases possible if there are innovations in packaging, quality control and product formulation (eg. boneless fillets, further processing) to give the customer a more appealing product. Current sales at the retail level are approximately 50 percent frozen and 50 percent fresh.

The domestic fishery consists mainly of walleye (200,000 lbs of the 300,000 lbs sold in the Minneapolis/St. Paul market last year were domestic in source). There is continuous strong demand for walleye, and demands that more be made available from Canadian sources. There are also small quantities of farmed freshwater salmon and trout being raised locally. The most popular species are as follows: salmon (steaks more than fillets), cod fillets, walleye fillets, orange roughy, pollock, catfish, swordfish, shark, shrimp, clams, scallops and lobster.

MAJOR UPPER MIDWEST U.S. SEAFOOD IMPORTERS

AMERICAN FISH AND SEAFOOD COMPANY

5501 Opportunity Court,
Minnetonka, Minnesota 55343
Contact: Larry Bialick/Larry Braufman
Tel:(612) 935-3474
Products: seafood

COASTAL SEAFOODS

2330 Minnehaha Avenue
Minneapolis, Minnesota 55404
Contact: Tim Lauer/Suzanne Weinstein
Tel:(612) 724-5911
Products: seafood

BELLBOY MEAT CORPORATION

2220 Florida Avenue South,
St. Louis Park, Minnesota 55426
Contact: Brad Eisenberg
Tel:(612) 544-7791
Products: seafood

MINN-CON MARKETING CORPORATION

P.O. Box 26068,
St. Louis Park, Minnesota 55426
Contact: Dave Conner
Tel:(612) 922-0234
Products: seafood

FOR FURTHER INFORMATION:

Canadian Consulate General
Suite 900,
701 Fourth Avenue South,
Minneapolis, Minnesota 55415-1899
Tel:(612) 333-4641
Telex: 29-0229
Fax:(612) 332-4061
Ms. Margaret L. Mearns
Commercial Officer

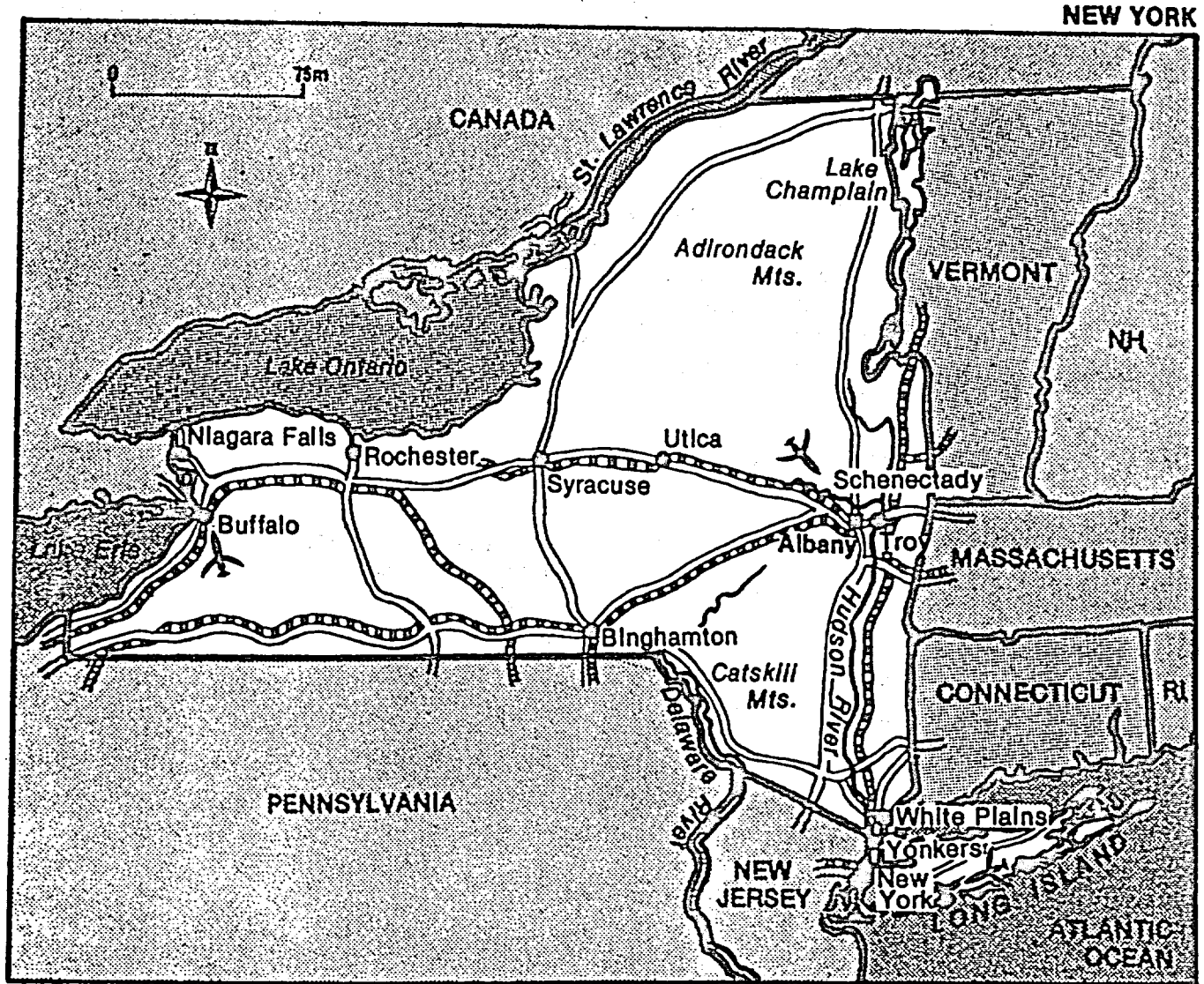
PYA MONARCH

9605 54th Avenue North,
Plymouth, Minnesota 55442
Tel:(612) 559-9494
Products: seafood

WJF INTERNATIONAL

742 Decatur Avenue North,
Minneapolis, Minnesota 55427
Contact: Bill/Greg Frank
Tel:(612) 541-7400
Products: seafood

NEW YORK



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

NEW YORK

The Fulton Fish Market is the most important fish market in the New York area. The Fulton Fish Market is a wholesale seafood market with 70 wholesalers. It is located on South Street in lower Manhattan. Open from 4 to 8 a.m., it sells mainly to day distributors who arrive at 4 a.m., buy their required products through selective shopping, load on to trucks, and usually start their deliveries by 6 or 7 a.m.

The market was originally a direct-delivery dock for local fish boats. Later there was a live holding complex that kept fish in nets in the river beside the market, but pollution has stopped any live holding of fish. Further, boat delivery has ceased because of present-day commercial water travel logistics and all products are now brought in by truck. The market has been in general decline in terms of volume, quality and general demand for some years now. Discussion is underway to build a new and more acceptable facility in a better location.

MAJOR NEW YORK SEAFOOD IMPORTERS

FULTON FISH MARKET INFORMATION SERVICES INC.

17 Fulton Fish Market
New York, N.Y. 10038
Contact: Richard Lord
Tel:(212) 962-1608
Fax:(201) 798-3801
Products: market information services

ARROW SEAFOODS INC.

32 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 732-9427
Products: seafood

BEYER LIGHTING FISH COMPANY INC.

7-8-9 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 732-2919
Fax:(212) 233-2654
Products: seafood

B.G. LOBSTER & SHRIMP CORPORATION

95 South Street
New York, N.Y. 10038
Contact: Robert Grippa
Tel:(212) 732-3060
Products: lobster, shrimp

BIRMAN FISH COMPANY INC.

17 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 349-9660
Products: fish and shellfish

BLUE RIBBON FISH COMPANY

1-3 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 233-0470
Products: seafood

C & O SEA PRODUCTS, INC.

20 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 962-7680
Products: seafood

CALEB, HALEY & COMPANY INC.

14 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 732-7474
Products: seafood

CARTER JOSEPH H., INC.

33 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 964-5286
Products: seafood

CINROX SHELLFISH COMPANY INC.

107 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 349-1761
Products: seafood

COMMERCIAL FISH & LOBSTER COMPANY

27 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 227-8665
Products: lobster, fish, other seafood

CORNELIUS, R.J., INC.

20 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 233-2987
Products: seafood

GALILEE SEAFOOD, INC.

32 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 732-9428
Products: seafood

**GRAND CENTRAL OYSTER
BAR/RESTAURANT**

Grand Central Station, Lower Level
New York, N.Y. 10017
Contact: Mario Staub
Tel:(212) 490-6650
Products: seafood

HOUSE OF QUALITY FISH COMPANY

5-6 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 587-9009
Products: fish and seafood

JOE MONANI FISH COMPANY

10 Fulton Fish Market
New York, N.Y. 10038
Contact: Richard Monani
Tel:(212) 233-3916
Products: seafood

FOR FURTHER INFORMATION:

Canadian Consulate General
1251 Avenue of the Americas,
New York City, New York 10020-1175
Tel:(212) 768-2400
Telex: 62014481
Fax:(212) 768-2440
Mr. Richard Campanale
Commercial Officer

LA ROCCA FISH COMPANY INC.

24 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 233-0344
Products: fish and seafood

LEVY, M.P. COMPANY INC.

28 Fulton Fish Market
New York, N.Y. 10038
Tel:(212) 227-0882
Products: seafood

MESSING FISH COMPANY INC.

115 South Street
New York, N.Y. 10038
Contact: Alec Messing
Tel:(212) 233-2381
Products: seafood

NEW YORK FISH HOUSE, INC.

P.O.Box 1188,
Elizabeth, New Jersey 07207
Contact: Chris Arsenault
Tel:(201) 351-1400
Products: seafood

TERRY'S FISH & SEAFOOD INC.

260 Norman Avenue
Brooklyn, N.Y. 11222
Contact: Joe Centrone
Tel:(718) 383-3801
Products: seafood

TONY'S FISH & SEAFOOD CORPORATION

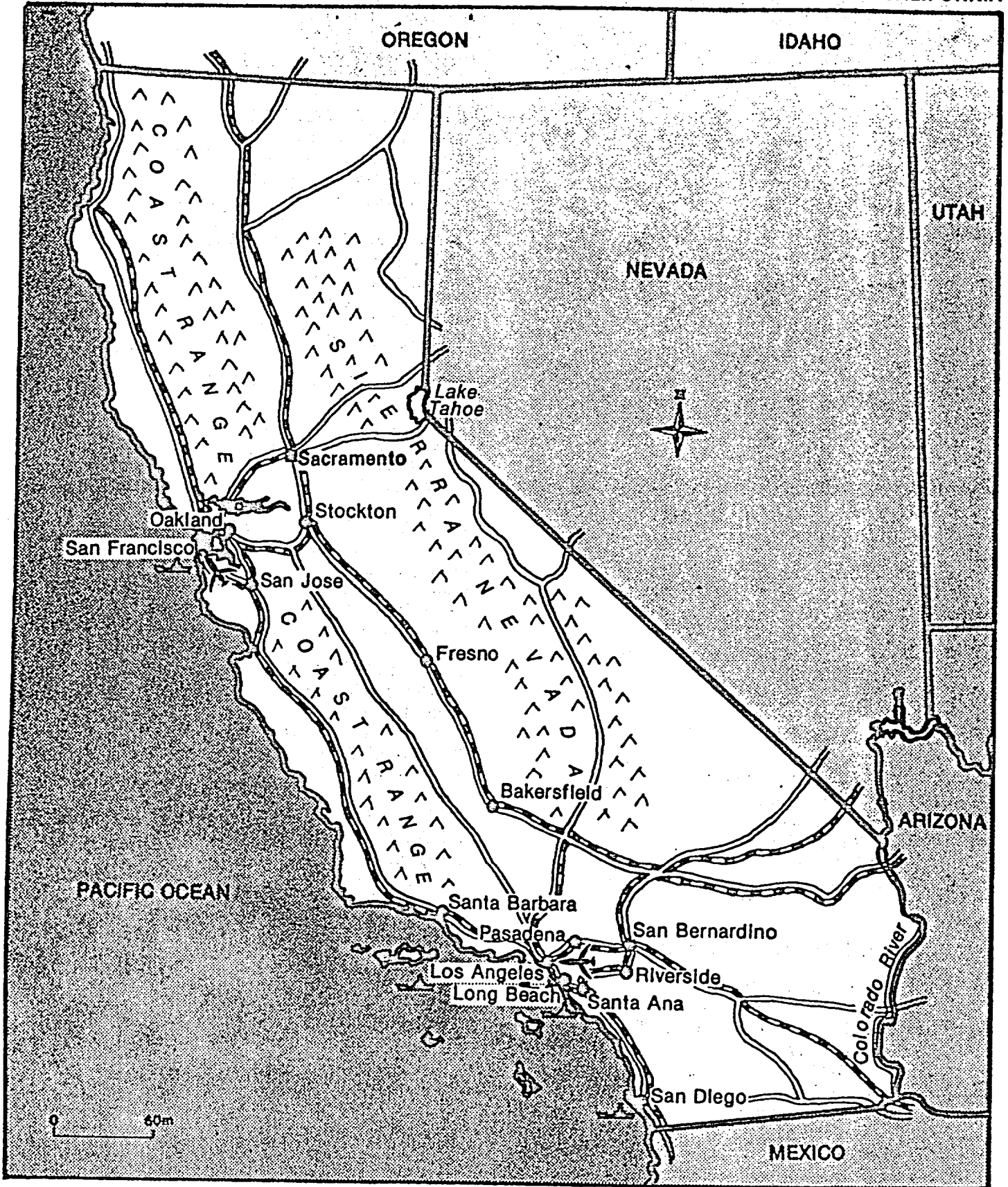
A-1 Hunts Point Market
Bronx, N.Y. 10474
Contact: Gus La Rocca
Tel:(212) 328-5200
Products: fish and seafood

TWO COUSINS FISH MARKET

255 Woodcleft Avenue
Freeport, N.Y. 11520
Contact: Brian O'Donohue
Tel:(516) 379-5065
Products: fish and seafood

SAN FRANCISCO

CALIFORNIA



Vancouver +/-0hr Ottawa -3hr Halifax -4hr

SAN FRANCISCO

The San Francisco post territory includes northern California, Colorado, Hawaii, Nevada (exclusive of Las Vegas, Utah and Wyoming). Northern California alone has a population of 12 million which is augmented by its tourist trade and is a significant consumer audience. For consideration and calculation, U.S. fish consumption was 15.9 pounds of edible meat per person, spending \$28.3 billion for fishery products in 1989. In the state of California, the food service industry generated \$28.5 billion in 93,930 eating and drinking establishments. There is increased interest and opportunities for value-added (processed) fish and fish products, both for foodservice/institutional and retail sales in northern California. The Northern California consumer can be characterized as affluent, sophisticated and educated, with a growing awareness and concern for nutrition and health foods, which is epitomized by a desire to increase their fish consumption.

MAJOR NORTHERN CALIFORNIA AND HAWAII SEAFOOD IMPORTERS

A. GIURLANI U.S.A.

1625 West Campbell Avenue
Campbell, California 95008
Tel:(408) 370-2800
Fax:(408) 370-2046
Products: canned anchovies

A.H. HANSEN SALES LIMITED

P.O. Box 19008,
Honolulu, Hawaii 96817
Tel:(808) 847-3032
Telex: 732-8641
Fax:(808) 847-3032
Products: mahi mahi, lobster, shrimp, scallops,
mussel, ono, oyster, smoked tuna

ALIOTTI WHOLESALE FISH COMPANY

P.O. Box 3325,
Monterey, California 93940
Tel:(408) 375-2881
Products: squid, herring, kingfish, pacific
mackerel, spanish mackerel, anchovy, fish

AMERICAN EX-IM CORPORATION

805 Kearny Street
San Francisco, California 94108
Tel:(415) 362-2255
Telex: 176235 AM EX IM
Fax:(415) 362-4859
Products: mackerel, mullet, crevalle, lobster, blue
crab, dungeness crab, mullet roe

ANCHOR SHELLFISH

P.O. Box 410215,
San Francisco, California 94141
Tel:(415) 928-5394
Telex: 494-7135 FFI UI
Fax:(415) 928-5692
Products: broker, salmon, orange roughy,
scallops, mussels, bluenose, abalone

APTCO INC.

2300 Army Street
San Francisco, California 94124
Tel:(415) 648-6688
Telex: ITT 940144
Fax:(415) 826-8808
Products: crab, clam, shrimp, scallop, lobster

ATLANTIC TRADING COMPANY INC.

900 Bridgeway
Sausalito, California 94965
Tel:(415) 673-0341
Fax:(415) 331-5746
Products: farmed Canadian salmon, trout,
skaarfish, fresh/frozen shrimp

AVALON BAY FOODS INC.

300 Epley Drive
Yuba City, California 95991
Tel:(916) 671-6661
Fax:(916) 673-8413
Products: breaded shrimp/sole/flounder

BARKLEY MEAT COMPANY

P.O. Box 7582,
South Lake Tahoe, California 95731
Tel:(916) 541-4454
Fax:(916) 541-0823

Products: salmon, mahi mahi, halibut, rockfish,
cockles, scallops, mussels, oyster

CA SUNSHINE FINE FOODS INC.

144 King
San Francisco, California 94107
Tel:(415) 543-3007
Telex: 160783 TSARNICO
Fax:(415) 543-5172

Products: sturgeon, sturgeon roe

CAL-NESIA TRADING COMPANY

P.O. Box 170653,
San Francisco, California 94117
Tel:(415) 928-1701
Telex: 494-7135 FFI UI
Fax:(415) 928-5692

Products: orange roughy, bluenose, snapper,
salmon, mussels, cockles, kingclip, John Dory

CALIFORNIA SHELLFISH COMPANY

655 Beach Street,
Suite 200,
San Francisco, California 94109
Tel:(415) 775-8088
Telex: 6711741
Fax:(415) 775-7815

Products: fresh and frozen fish

CENTRAL SEAWAY COMPANY

P.O. Box 686,
Aptos, California 95001
Tel:(408) 688-1399
Telex: 352146

Products: fresh/frozen/canned fish and shellfish

CHARLES P. KEARNEY & COMPANY

1330 Broadway,
Suite 815,
Oakland, California 94612
Tel:(415) 452-4493
Fax:(415) 452-2815

Products: salmon, shrimp, scallops, crab

CHARLIE SEAFOOD

293 Bayshore Boulevard
San Francisco, California 94124
Tel:(415) 824-2690
Fax:(415) 994-1884

Products: sole, rockfish, oysters, clams, geoducks,
crab, lobster, carp

CONSOLIDATED FACTORS

Box 1389,
Monterey, California 93942
Tel:(408) 375-5121
Telex: 351457 CONSOFACT

Products: salmon, crab, squid, shrimp meat,
groundfish, fresh and frozen fish, fresh and
frozen shellfish

DEL MONTE CAPITAL MEAT

948 Arden Way
Sacramento, California 95815
Tel:(916) 927-0595
Fax:(916) 927-5996

Products: shrimp, lobster

DUPONT MARKET INC.

1990 Davis Street
San Leandro, California 94577
Tel:(408) 298-5593

Products: salmon, clams, squid, shrimp, scallops,
rockfish, crab, oyster

E.K. FISHERIES AND FINE FOOD

P.O. Box 17325,
Honolulu, Hawaii 96817
Products: fish and shellfish

EDWARD FEIGON ENTERPRISES

P.O. Box 686,
Aptos, California 95001
Tel:(408) 688-1399
Telex: 352146

Products: fresh/frozen/canned fish, fresh/frozen
shellfish

FERNTRADE CORPORATION

570 Parrott Street
San Jose, California 95112
Tel:(408) 971-0997
Fax:(408) 286-1866

Products: milkfish

GARDEN ISLAND SEAFOOD INC.

524 Ohohia Street
Honolulu, Hawaii 96819
Tel:(808) 833-6645
Fax:(808) 833-3634

Products: salmon, red snapper, fish

GOLDEN FOOD MARKET

2776 Mission Street
San Francisco, California 94110-3199
Tel:(415) 647-1938

Products: fresh and frozen fish

GREAT ATLANTIC LOBSTER COMPANY

2400 Embarcadero
Oakland, California 94606-5312
Tel:(415) 532-4477
Products: rockfish, salmon, crab, clam, oyster,
mussels, lobster, fish and shellfish

GULFSPRAY SEAFOOD

609-611 Cole Street
San Francisco, California 94117
Tel:(415) 221-6354
Products: broker, wholesaler, processor, salmon,
shrimp, tuna, soft shell crab, trout

H & W FOODS

1535 Colburn Street
Honolulu, Hawaii 96817
Tel:(808) 847-1931
Telex: 723-8580
Fax:(808) 841-8687
Products: mahi mahi

HANMI INC.

444 Littlefield Avenue
South San Francisco, California 94080
Tel:(415) 952-5298
Fax:(415) 952-2573
Products: oysters, clam meat, squid, saury

HAWAII INTEGRATED INC.

815 Gulick Street
Honolulu, Hawaii 96819
Tel:(808) 847-1553
Telex: 723-8855 HINT HR
Products: shad, pacific mackerel, shrimp

HOP WOO COMPANY LIMITED

1220 Howard Street
San Francisco, California 94103
Tel:(415) 864-1564
Products: shark fin

HOSODA BROTHERS INC.

1444 Tennessee Street
San Francisco, California 94107
Tel:(415) 648-7144
Fax:(415) 282-6336
Products: frozen mackerel

IMPERIAL MARKETING INC.

2390 El Camino Real, P.O. Box 60879,
Palo Alto, California 94306
Tel:(415) 857-0832
Telex: 334451 IMI PLA
Fax:(415) 857-0175
Products: fresh/frozen/canned fish and shellfish

**INTERNATIONAL SEAFOOD DIVISION OF
TUNG YUNG TRADING CORPORATION**

369 Pine Street
San Francisco, California 94104
Tel:(415) 397-0954
Telex: 278325
Fax:(415) 397-1434
Products: frozen fish, frozen shellfish, other
seafood products

J & F ENTERPRISES LIMITED

1350 Ala Moana Boulevard, #1508,
Honolulu, Hawaii 96814
Tel:(808) 538-6771
Fax:(808) 847-3930
Products: fish

JACK BRAY FOOD SALES

1485 Bayshore Boulevard, #419,
San Francisco, California 94124
Tel:(415) 468-4460
Products: broker

JACKSON IMPORT CORPORATION

330 Shaw Road
South San Francisco, California 94080
Tel:(415) 873-0880
Telex: 470564 JACO UI ITT
Fax:(415) 952-4968
Products: dace, catfish, pomfret, croaker

KAPONO SALES INC.

3435 Waiialae Avenue,
Suite 207,
Honolulu, Hawaii 96816
Tel:(808) 735-2828
Fax:(808) 734-7755
Products: fish and shellfish

KEBCO HAWAII INC.

2835 Koapaka Street
Honolulu, Hawaii 96819
Tel:(808) 833-9983
Fax:(808) 833-9893
Products: fish cakes, shrimp, octopus, salmon,
surimi

KIKU ENTERPRISES INC.

175 West 25th Avenue
San Mateo, California 94403
Tel:(415) 571-8620
Fax:(415) 571-1853
Products: clams, halibut, salmon, shrimp,
scallops, crab, mackerel, tuna, yellowtail, other
seafood products

KING FOOD SERVICE

3109 Koapaka Street
Honolulu, Hawaii 96819
Tel:(808) 834-5464
Telex: 69-1443 KING PAC
Fax:(808) 833-5946
Products: frozen/canned/whole fish, mahi mahi,
lobster, crab, shrimp, salmon, other seafood
products

KINGCO ENTERPRISES

P.O. Box 1926,
San Mateo, California 94401
Tel:(415) 347-0403
Fax:(415) 347-2840
Products: whiting, sea trout, grouper, frozen
shellfish

KONA SUISAN

P.O. Box K,
Kailua-Kona, Hawaii 96745
Tel:(808) 329-3558
Fax:(808) 329-0699
Products: fresh/frozen fish

M & O TRADE

2155 Powell Street
San Francisco, California 94133
Tel:(415) 391-9144
Fax:(415) 391-9495
Products: shrimp, frozen squid

MID-PACIFIC HAWAII FISHERY INC.

General Lyman Field,
Old Airport Road
Hilo, Hawaii 96720
Tel:(808) 935-6110
Fax:(808) 961-6859
Products: sashimi grade tuna, fresh/frozen
smoked fish

MILO FOOD COMPANY INC.

639 Broadway
San Francisco, California 94133
Tel:(415) 982-1874
Fax:(415) 362-7058
Products: yellow croaker, beltfish, cuttlefish, dace,
lionfish

NORWEGIAN SEAFOOD INC.

124 Gloria Drive
San Rafael, California 94901
Tel:(415) 453-9784
Fax:(415) 456-0457
Products: salmon, smoked salmon

OCEAN SEAFOOD MARKETING COMPANY

475 Gate 5 Road, Suite 322,
Sausalito, California 94965
Tel:(415) 331-6555
Telex: 62902831
Fax:(415) 331-6607
Products: fresh/frozen fish and shellfish

**OVERSEA FISHERY & INVESTMENT
COMPANY**

743-F Waiakamilo Road
Honolulu, Hawaii 96817
Tel:(808) 847-2500
Fax:(808) 848-5038
Products: sea bass, shrimp, flounder, lobster,
scallops

PACIFIC HARVEST SEAFOODS INC.

P.O. Box 59099,
San Jose, California 95159
Tel:(408) 295-2455
Fax:(408) 295-9458
Products: broker, fish and shellfish

PACIFIC HI-TAK INC.

905 Kokea Street
Honolulu, Hawaii 96817
Tel:(808) 845-6337
Fax:(808) 847-5268
Products: yellowtail, salmon, snapper, octopus,
tuna, squid, oysters, clams, geoduck, crab, lobster

PACIFIC RIM SEAFOOD

955-57th Street
Oakland, California 94608
Tel:(415) 658-1233
Fax:(415) 658-8862
Products: oysters, manila clams, pony, tilapia,
croaker, pomfret, lady fish

PACKINGHOUSE SALES COMPANY

2312 Kam Highway
Honolulu, Hawaii 96819
Tel:(808) 847-3032
Fax:(808) 845-1912
Products: mahi mahi, pollock, wahoo, hoki,
shrimp, lobster, scallops, crab, canned tuna

PAFCO IMPORTING COMPANY

1601 Bayshore Highway,
Suite 323,
Burlingame, California 94010
Tel:(415) 692-6161
Telex: RCA 278748
Fax:(415) 583-0840
Products: frozen/canned fish and shellfish

PARAMOUNT OCEAN PRODUCTS INC.
310 Townsend Street, #110,
San Francisco, California 94107
Tel:(415) 543-2331
Products: salmon, shrimp, squid, scallops,
lobster, crab

PHILLIPS SALES COMPANY INC.
875 Waimanu Street, Suite 535,
Honolulu, Hawaii 96813
Tel:(808) 531-6441
Fax:(808) 526-0946
Products: fish and shellfish

PURCELL INTERNATIONAL
2499 North Main Street, Suite 200,
Walnut Creek, California 94596
Tel:(415) 933-6100
Telex: 277244 PURCL UR
Fax:(415) 933-3353
Products: abalone, clams, crab, shrimp, mussel,
oysters, tuna, sardine, mackerel, salmon, scallops,
squid, cod, haddock, surimi, fish and shellfish

RACE SREET FISH & POULTRY COMPANY
P.O. Box 28385,
San Jose, California 95159-8385
Tel:(408)294-6161
Fax:(408) 294-2080
Products: broker, lobster, flounder, sablefish,
clams, rockfish, scallops, shrimp

RAINBOW INC.
98-715 Kuahao Place
Pearl City, Hawaii 96782
Tel:(916) 989-9676
Telex: ITT 7430220
Fax:(808) 487-0888
Products: clams, hoki, shrimp, mahi mahi,
octopus, crab, lobster

RED & WHITE FOODS INC. (DCL, INC.)
834 Pohukaina Street
Honolulu, Hawaii 96813
Tel:(808) 524-4952
Telex: ITT HSHIP 7430211
Fax:(808) 537-1536
Products: tuna, fish and shellfish

REGAL FISH COMPANY INC.
P.O. Box 497,
Moss Landing, California 95039
Tel:(408) 633-2669
Fax:(408) 633-3881
Products: rockfish, sablefish, dover sole,
butterfish, petrale sole

ROYAL HAWAIIAN SEAFOOD
P.O. Box 281615,
San Francisco, California 94128
Tel:(415) 658-6258
Products: yellowfin tuna, clams, oysters, mussels,
wahoo, scallops

S.D. FISHERIES ENTERPRISES INC.
1167 Montgomery Avenue
San Bruno, California 94066
Tel:(415) 588-9288
Fax:(415) 873-5813
Products: milkfish, rabbitfish, shrimp, tilapia

SAN FRANCISCO TRADING COMPANY
436-14th Street,
Suite 801,
Oakland, California 94612
Tel:(415) 835-4792
Telex: 337739
Fax:(415) 465-9520
Products: frozen fish and shellfish

SEA HAWK LOBSTER IMPORTS
1334 Dell Avenue
P.O. Box 703,
Campbell, California 95009-0703
Tel:(408) 378-9944
Products: lobster, clam, oyster, scallops, mussel,
shellfish

**SEA PORT BROKERAGE INTERNATIONAL
INCORPORATED**
15-10th Avenue
P.O. Box 704,
San Mateo, California 94401
Tel:(415) 340-9900
Telex: RCA 278583
Products: frozen fish and shellfish, other seafood
products

STANDARD FISHERIES CORPORATION
Foot of Leavenworth,
San Francisco, California 94102
Tel:(415) 673-5858
Fax:(415) 673-6362
Products: fish and shellfish

SWANSON BROTHERS SEAFOOD
30 Pamaron Way,
Suite 203,
Novato, California 94949
Tel:(415) 382-8033
Fax:(415) 382-8127
Products: snapper, cod, ling cod, halibut

T.M. TOBIN COMPANY INC.
1291 East Hillsdale Boulevard, Suite 213,
Foster City, California 94404
Tel:(415) 573-9937
Telex: TWX 910-374-3035
Fax:(415) 573-0926¹
Products: shrimp, lobster, crab, scallops,
fresh/frozen fish

TAYLOR UNITED AGENCIES INC.
1020 Aileen Street, Suite B,
Lafayette, California 94549
Tel:(415) 283-7960
Telex: 852178 KIWIFISH
Fax:(415) 283-8032
Products: mussels, clams

TEMA INC.
P.O. Box 3894,
San Francisco, California 94119
Tel:(415) 543-7890
Telex: 34-0621
Fax:(415) 543-0114
Products: orange roughy, lobster, salmon, shrimp

TEMBATA GUAM INC.
P.O. Box 6511,
Tamuning, Guam 96911
Tel:(011-671) 477-6203
Telex: 6202 TENBAT GM
Fax:(011-671) 472-2925
Products: mahi mahi, tuna, shrimp, octopus,
squid

TENSUKE OF HAWAII
1937 Republican Street
Honolulu, Hawaii 96819
Tel:(808) 848-0315
Fax:(808) 848-2794
Products: bonito, eel, salmon, tuna, lobster,
shrimp, octopus

TOSHOKU LOS ANGELES INC.
465 California Street
San Francisco, California 94010
Tel:(415) 986-5622
Fax:(415) 986-0549
Products: salmon roe, crab, fresh/frozen salmon

TROPIC FISH & VEGETABLE CENTER
1020 Auahi Street
Honolulu, Hawaii 96814
Tel:(808) 521-2936
Fax:(808) 531-4754
Products: salmon, lobster, shrimp, clams, oysters,
tuna, fish

TUPMAN THURLOW COMPANY INC.
P.O. Box 5045,
San Mateo, California 94402
Tel:(915) 633-0777
Telex: 961610
Fax:(915) 633-9876
Products: spiny lobster tail, cod, orange roughy,
flounder, sole

U. OKADA & COMPANY LIMITED
P.O. Box 898,
Honolulu, Hawaii 96808
Tel:(808) 536-0041
Telex: 723-8320 HR
Fax:(808) 523-9072
Products: mahi mahi, sablefish, surimi, shrimp,
yellowfin tuna, skipjack tuna, wahoo

U.S. FREEZER COMPANY
595 Figueroa Street
Mpterey, California 93940
Tel:(408) 536-0041
Telex: 7238320 HR
Fax:(408) 523-9072
Products: yellowfin tuna, skipjack tuna, wahoo,
mahi mahi, bait herring, squid

UNION FISH COMPANY
100 Bush Street, Suite #1801,
San Francisco, California 94104
Tel:(415) 392-6313
Telex: 278616
Fax:(415) 392-6028
Products: yellowfin tuna, squid, shrimp, octopus,
miscellaneous fish

UNITED FISHING AGENCY
117 Ahui Street
Honolulu, Hawaii 96813
Tel:(808) 536-2148
Fax:(808) 526-0137
Products: tuna, marlin

UNITED SHELLFISH COMPANY
Pier 47, Foot of Jones,
San Francisco, California 94133
Tel:(415) 474-6845
Products: wholesaler, rockfish, petrale, shrimp
meat, lobster, scampi, dungeness crab, flounder,
sole, crab meat

VIKING FOODS COMPANY
308--4th Street
Oakland, California 94607
Tel:(415) 465-1599
Products: wholesaler, salmon, shrimp, squid

VITALICH, JOHN J.
164 Eastwood Drive
San Francisco, California 94112
Tel:(415) 587-4900
Products: broker, fresh/frozen shellfish

WATAHAN NOHORA INTERNATIONAL INC.
1638 Post Street
San Francisco, California 94115
Tel:(415) 931-5829
Fax:(415) 931-6215
Products: salmon, mackerel, red snapper,
octopus, eel, spot prawns, snow crab, clams, tiger
prawns

FOR FURTHER INFORMATION:

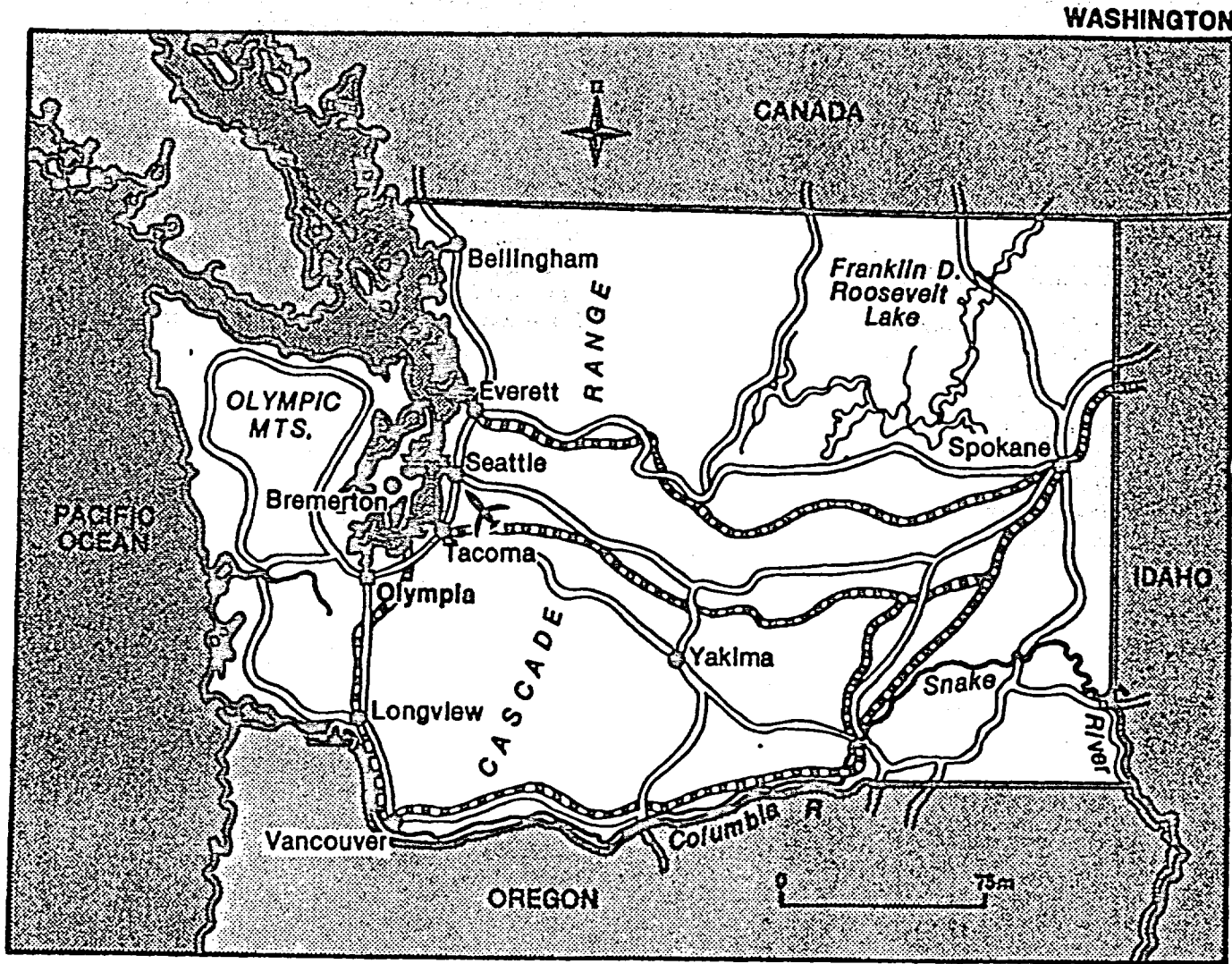
Canadian Consulate General
50 Fremont Street
Suite 2100,
San Francisco, California 94105
Tel:(415) 495-6021
Telex: 0034321
Fax:(415) 541-7708
Mrs. Arlene Holden
Commercial Officer

WEST COAST SEAFOOD COMPANY
416 Bay Street
San Francisco, California 94133
Tel:(415) 673-6151
Products: wholesaler, flounder, rockfish, salmon,
swordfish, dungeness crab, shrimp, prawns

**WONKOW INTERNATIONAL ENTERPRISES
INC.**
603 Jackson Street
San Francisco, California 94133
Tel:(415) 956-4340
Telex: 5106000014 WONKOW
Fax:(415) 956-4355
Products: shark meat, sea horse, sea cucumber

Y. HATA & COMPANY LIMITED
741 Ilalo Street
Honolulu, Hawaii 96813
Tel:(808) 531-5082
Fax:(808) 531-4584
Products: mahi mahi, mackerel, tuna, canned fish

SEATTLE



Vancouver +/-0hr Ottawa -3hr Halifax -4hr

SEATTLE

The Pacific Northwest annually produces approximately 2.9 billion pounds of seafood, valued at 1.6 billion dollars, or 40 percent of the commercial harvest of seafood products in the United States. A wide variety of seafood is produced which includes pollock (1.2 billion pounds), salmon (500 million pounds), cod (270 million pounds), crab (210 million pounds), flounder (135 million pounds), herring (130 million pounds) and rockfish (125 million pounds). While a large volume of seafood is harvested in the Pacific Northwest, there still exists pocket opportunities in this market for Canadian exporters.

This market consumes \$300 million worth of seafood annually. There may be considerable commerce from other countries consumed in this region that is unreported, and some of the commerce reported as being exported to this region is "passed through", the Pacific Northwest is directly responsible for imports of seafood in the amount of \$190 million. Of that amount, Canadian exports account for 48 percent. Unlike other regions of the U.S., where there are significant volumes of dried or salted fish consumed, this market is primarily a fresh or fresh frozen market. A fair amount of smoked product is consumed; however, there is an abundant supply of smoked product from numerous local smokers. Canadian producers have found and will continue to find the Pacific Northwest a good market for farmed salmon, shrimp, scallops, lobster and mussels. Product distribution is performed through processors with wholesale operations, brokers (mostly for canned product) and wholesalers. Although there are several hundred seafood wholesalers serving this market, several of the key wholesalers are listed below.

MAJOR PACIFIC NORTHWEST U.S. SEAFOOD IMPORTERS

BLUE HORIZON SEAFOODS

Seattle, Washington
Contact: Jerry Packbush
Tel:(206) 827-6337
Fax:(206) 827-6084
Products: fresh/frozen to foodservice and retail

CLOUSTON FOODS PACIFIC LIMITED

220 West Mercer Street,
Suite 104,
Seattle, Washington 98119
Tel:(206) 284-3580
Fax:(206) 284-9759
Products: seafood

DORY SEAFOODS INC.

2300-130th Avenue N.E.,
Building A #103,
Bellevue, Washington 98005
Tel:(206) 869-3679
Fax:(206) 435-7458
Products: seafood

FLETCHER FISHING LIMITED

425 Pontius Avenue
North Seattle, Washington 98109
Tel: 1-800-BUY HOKI
Fax:(206) 447-3435
Products: seafood

FOODSERVICES OF AMERICA
Seattle, Washington
Contact: Leonard Milton
Tel:(206) 251-9100
Fax:(206) 251-8867
Products: fresh and frozen to foodservice

PACIFIC FISH
Seattle, Washington
Contact: Victor Piha
Tel:(206) 623-1011
Fax:(206) 382-4640
Products: fresh/frozen to foodservice and retail

PACIFIC SEAFOOD COMPANY INC.
Portland, Oregon
Contact: Roger Dulcich
Tel:(503) 657-1101
Fax:(503) 655-0737
Products: fresh/frozen to foodservice and retail

FOR FURTHER INFORMATION:

Canadian Consulate General
412 Plaza 600,
Sixth and Stewart Streets,
Seattle, Washington 98101-1286
Tel:(206) 443-1777
Telex: 032-8762
Fax:(206) 443-1782
Mr. Douglas D. McCracken
Commercial Officer

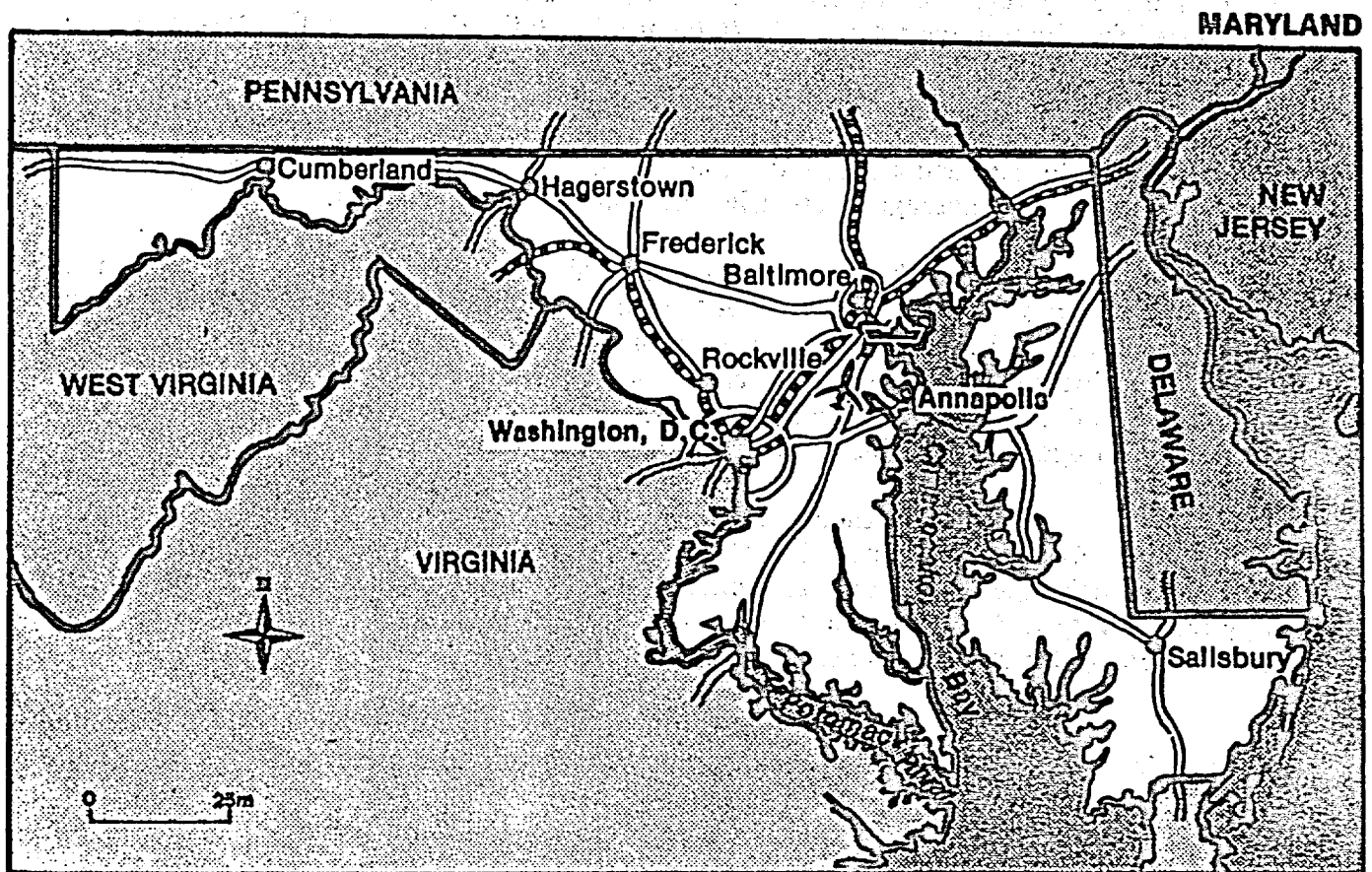
PORTLAND FISH
Portland, Oregon
Contact: John Barnett
Tel:(503) 224-1611
Fax:(503) 241-8786
Products: fresh/frozen to foodservice and retail

SEACOAST SEAFOODS INC.
5355-28th N.W.,
P.O. Box 17538,
Seattle, Washington 98107
Tel:(206) 789-7850
Telex: 5106012181 SCS SEAS
Fax:(206) 789-7329
Products: seafood

SOUND SEAFOOD INC.
3857-25th Avenue West,
Seattle, Washington 98199
Tel:(206) 285-4477
Products: seafood

STEUART SEAFOODS
Seattle, Washington
Contact: Jeff Buske
Tel:(206) 258-0407
Fax:(206) 252-7427
Products: fresh/frozen to foodservice and retail

WASHINGTON D.C.



Vancouver +3hr Ottawa +/-0hr Halifax -1hr

WASHINGTON D.C.

The Mid-Atlantic tier of the United States consists of eastern Pennsylvania, Delaware, Maryland, Virginia and the District of Columbia. The area includes three key regional markets: the Delaware Valley (Philadelphia-Wilmington), the Baltimore-Washington corridor and Richmond-Norfolk. Commercially developed and affluent, the Mid-Atlantic represents some 6 percent (16 million) of the U.S. population, but a full 9 percent (\$350 billion) of American personal disposable income. In 1989, the average income per household in the greater Washington area (17 cities and counties in northern Virginia, suburban Maryland and the District of Columbia) exceeded \$52,000, compared to the U.S. average at slightly over \$35,000 per household.

The region is expected to grow into the 21st century as household incomes increase together with consumer demand for seafood (particularly shrimp and salmon in this area). Consumption of most fresh seafood as well as frozen specialty products will increase, with demand for canned seafood products declining. The long-term trend toward nutritional and health foods should provide Canadian seafood suppliers an opportunity to increase their share of this market.

Although Boston and New York remain the major distribution centers for seafood sold into the Mid-Atlantic states, the proximity of the Philadelphia and Baltimore-Washington markets offers considerable potential business for Atlantic Canada suppliers willing to take the time to visit with area wholesalers. This approach has paid off handsomely for several Canadian processors recently.

During recent market investigation trips, various seafood organizations from Canada have visited the Washington D.C. area and have all placed orders as a result of visiting with distributors at the Maryland Wholesale Seafood Market (the territory's largest distribution center, serving five mid-Atlantic states). These sales/market orientation trips allow Canadian suppliers to compare product, assess the competition from domestic and other foreign suppliers and become familiar with regional distribution practices. They provide an opportunity to establish credibility with the market wholesalers, critical at this exploratory stage for forging solid working relationships in the future.

On market access, legislation currently before the United States Congress, if enacted into law, would require mandatory inspections of all fish products including imported seafood. The cost of implementing the provisions of this bill and its attendant seafood safety program is expected to impact U.S. wholesale and retail operations, resulting in higher costs for Canadian exporters selling into this and other regional U.S. markets.

MAJOR MID-ATLANTIC U.S. SEAFOOD IMPORTERS

ATLANTIC FISH

Northern Boulevard,
Clarks Summit, Pennsylvania 18411
Tel:(717) 586-0999
Products: fish and fish products, shellfish

B & B SEAFOOD INC.

3312 Williamsburg Road,
Richmond, Virginia
Tel:(804) 222-2357
Products: fish and fish products, shellfish, other
seafood products

BAER FOODS INC.

300 West Franklyn Street
Hagerstown, Maryland 21740
Tel:(301) 739-5111
Products: shellfish

BELVEDERE SEAFOOD INC.

Unit #18,
7901 Oceano Avenue
Jessup, Maryland 220794
Contact: Jimmy Sobol
Tel:(301) 799-2680
Products: seafood

CAPITAL SEAFOOD INC.

Unit B,
7901 Oceano Avenue
Jessup, Maryland 220794
Contact: Scott Taylor
Tel:(301) 799-8111
Products: seafood

JARRELL & REA

1422 Smallman Street,
Pittsburg, Pennsylvania 15222
Tel:(412) 261-1422
Products: shellfish

JESSUP SEAFOOD COMPANY

Units #30 & #32,
7901 Oceano Avenue
Jessup, Maryland 220794
Contact: Mike Leedy
Tel:(301) 799-5610
Products: seafood

LIBERTY FISH COMPANY

3101 South Lawrence Street
Philadelphia, Pennsylvania 19148
Tel:(215) 336-0300
Telex: 831413 LIBERTY PHA
Fax:(215) 336-0308
Products: fish and seafood

LOUIS FOEHRKOLB INC.

Units #6 & #8,
7901 Oceano Avenue
Jessup, Maryland 220794
Contact: Tim Sughrue/Louis Foehrkolb
Tel:(301) 799-4260
Products: seafood

MARTIN SEAFOOD COMPANY

Units #46, #48, #50, & #52,
7901 Oceano Avenue
Jessup, Maryland 220794
Contact: Bill/Sean Isaac
Tel:(301) 799-5822
Products: seafood

MARYLAND WHOLESALE SEAFOOD MARKET

7901 Oceano Avenue
Jessup, Maryland 220794
Products: large distribution center

PITTSBURG SEAFOOD

215 Elmhurst,
Carnegie, Pennsylvania 1516
Tel:(412) 765-5244
Products: seafood, shellfish

ROANDKE FISH & OYSTER

5989 Hollins Road N.W.,
Roandke, Virginia 24019
Tel:(703) 362-3474
Products: fish and fish products, shellfish, other
seafood products

ROBERT WHOLEY & COMPANY INC.

1501 Penn Avenue
Pittsburg, Pennsylvania 15222
Tel:(412) 261-3474
Fax:(412) 261-4834
Products: seafood

R.W. CLAXTON INC.
1900 A. Clarkson Way,
Landover, Maryland 20785
Contact: Tom Claxton
Tel:(301) 341-FISH
Products: seafood

SANDLER FOODS
P.O. Box 396,
Norfolk, Virginia 23501
Tel:(804) 464-3551
Products: shellfish

UNION FISH COMPANY
Units #10 & #12,
7901 Oceano Avenue
Jessup, Maryland 220794
Contact: Joseph Crowe
Tel:(301) 799-7200
Products: seafood

FOR FURTHER INFORMATION:

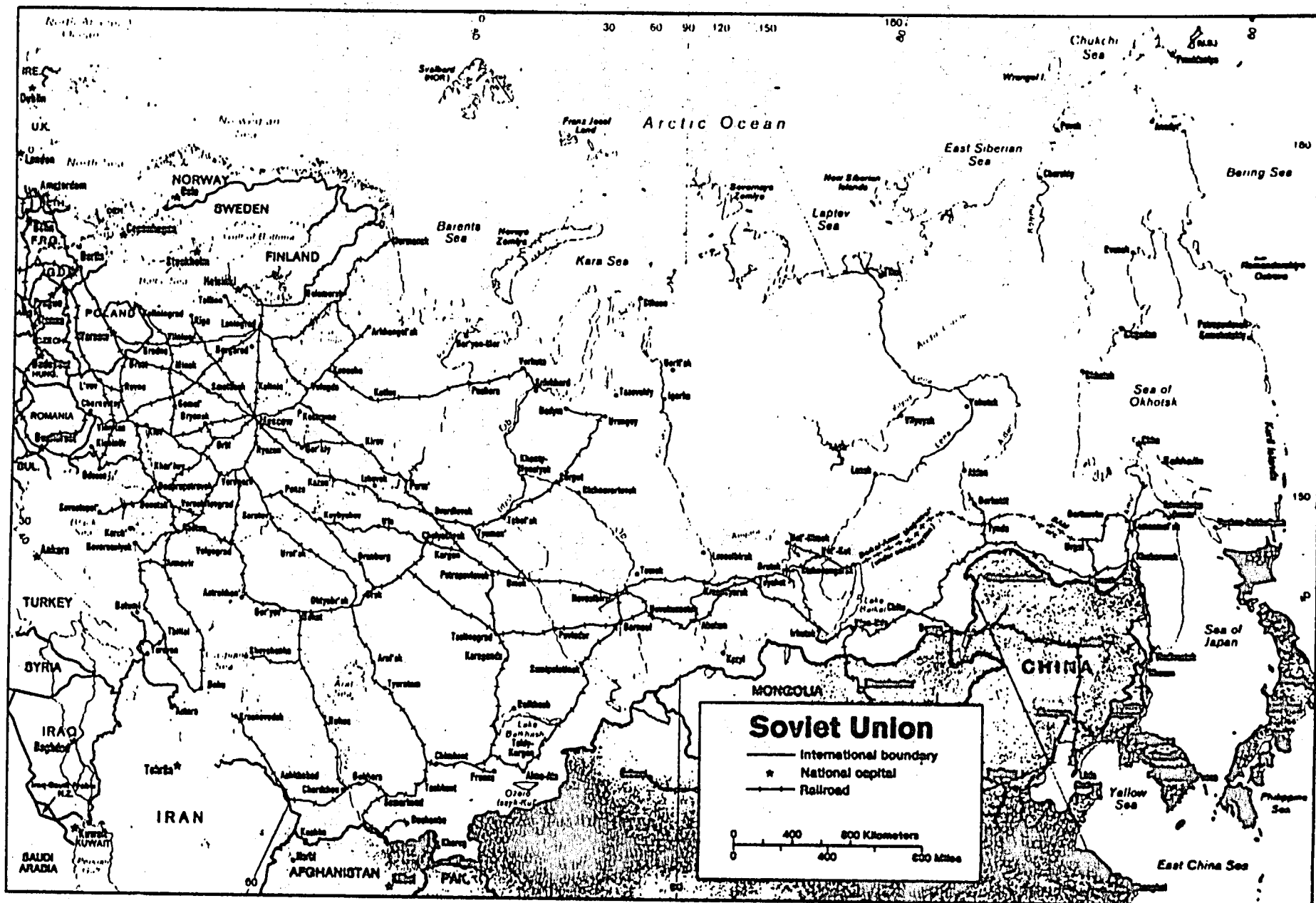
Canadian Embassy
501 Pennsylvania Avenue, N.W.,
Washington D.C. 20001
Tel:(202) 682-1740
Telex: 0089664
Fax:(202) 682-7656
Cynthia Stevenson
Commercial Officer

UNITED SHELLFISH COMPANY
P.O. Box 146,
Grososville, Maryland 21638
Tel:(301) 827-8171
Products: shellfish

VENDOME LIMITED
6527 Chillum Place N.W.,
Washington, D.C. 20012
Tel:(202) 291-6300
Products: shellfish

WASHINGTON FISH EXCHANGE
13000 Livingston Road,
Manassas, Virginia 22110
Tel:(703) 361-0033
Products: fish and fish products, shellfish, other
seafood products

WORLD OF SEAFOOD
801 Eight Street,
Huntington, West Virginia 25701
Tel:(304) 525-3475
Products: fish and fish products, shellfish, other
seafood products



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U.S.S.R.

Many companies in the USSR have a long history in the fisheries sector, but are only now obtaining the rights to deal directly with foreign partners. Independence is however not total, and the ability to buy is directly proportional to the hard currency income generated from sales. Soviets will generally buy more from countries which purchase greater amounts of soviet fish.

MAJOR SOVIET SEAFOOD IMPORTERS

LENRYBPROM
Leningrad, USSR
Contact: Alexander Z. Bragin
Telex: 121587
Products: Industrial Fishing Company

MURMANRYBPROM
Murmansk, USSR
Contact: Alexander I. Kukhtin
Telex: 126117 LODKA SU
Products: Fishing Kombinat Company

MURMANSK TRAVLOT
Murmansk, USSR
Contact: George V. Tishkov
Telex: 126110
Products: Deep Sea Trawlers Organization

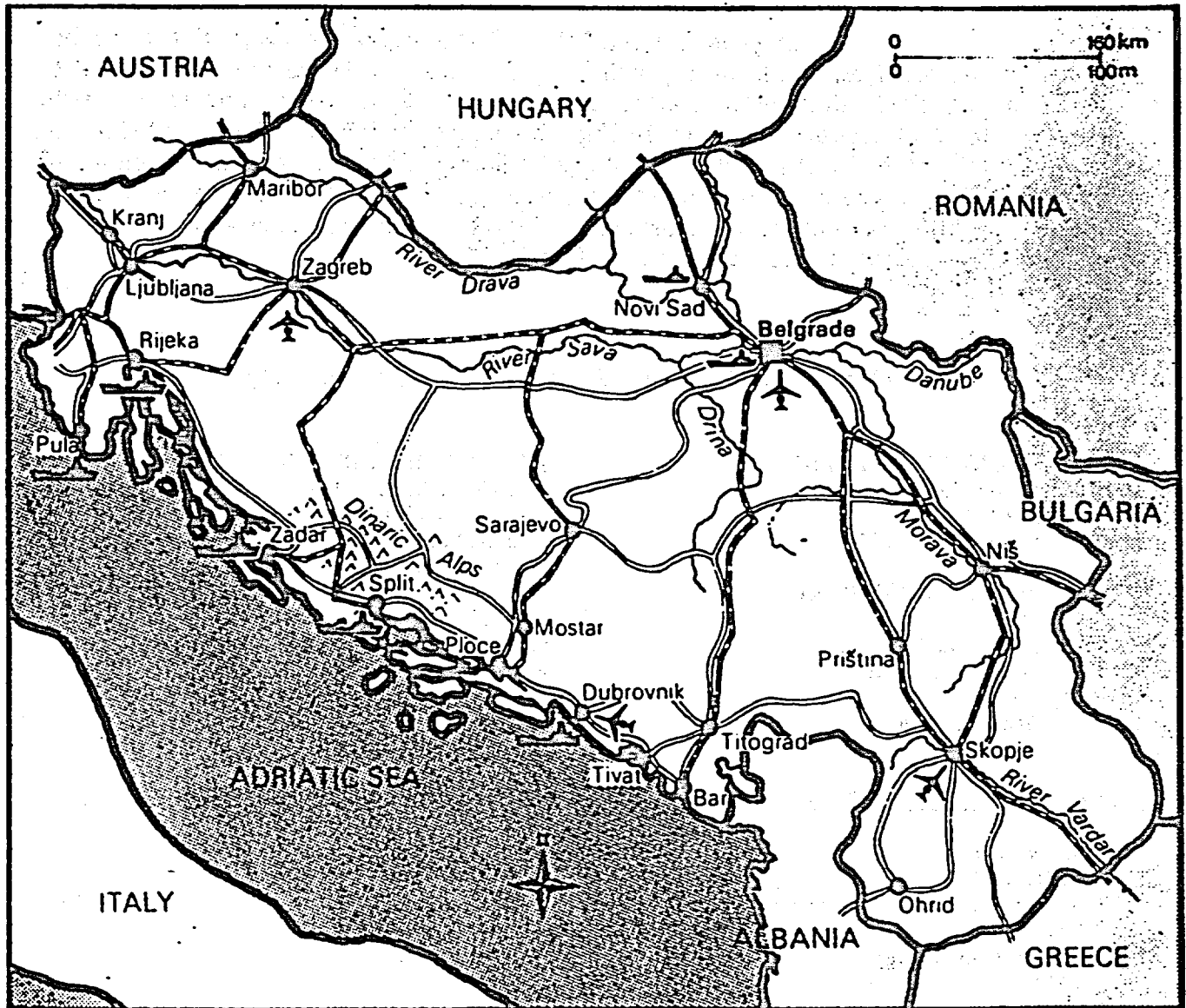
SEVRYBA
Murmansk, USSR
Contact: Vladimir F. Korelskiy
Telex: 126112
Products: Association of Fish Production Enterprises

SEVRYBSBYT
Murmansk, USSR
Contact: Alexander Levin
Telex: 126125
Products: Joint Venture Operations

FOR FURTHER INFORMATION:

Canadian Embassy
Starokonyushenny Pereulok 23,
Moscow, U.S.S.R.
Tel:(011-7-95) 241-9155/3067/5070
Telex: 413401
Fax:(011-7-95) 241-4400
Mr. J. Reid Henry
First Secretary (Commercial)

YUGOSLAVIA



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YUGOSLAVIA

Yugoslavia has a fishing fleet of reputable size, with the number of boats in the sea fleet totalling approximately 290 vessels. There are around twenty fisheries in Yugoslavia that catch, produce and distribute fresh, frozen and canned fish. The main catch and production species in Yugoslavia are sardines, mackerel and tuna. In 1988, the total catch for the sector was 44,625 tonnes, comprised of 36,302 tonnes of bluefish, 5,945 tonnes of other fish, 893 tonnes of cephalopoda, 814 tonnes of clams, and 671 tonnes of crab. The importers below are the larger producers/packers, whereas there are also smaller companies operating in the fishery sector.

MAJOR YUGOSLAVIAN SEAFOOD IMPORTERS

DALMA IMPORT DEPARTMENT

58000 Split, Yugoslavia
Fax:(058) 589-250
Products: fish and seafood

DELAMARIS IMPORT/EXPORT DEPARTMENT

63000 Izola, Yugoslavia
Contact: Mrs. Nina Izmajlov
Fax:(066) 61-070
Products: fish and seafood

JUGORIBA IMPORT DEPARTMENT

41000 Zagreb, Yugoslavia
Contact: Mr. Maric
Fax:(041) 312-119
Products: fish and seafood

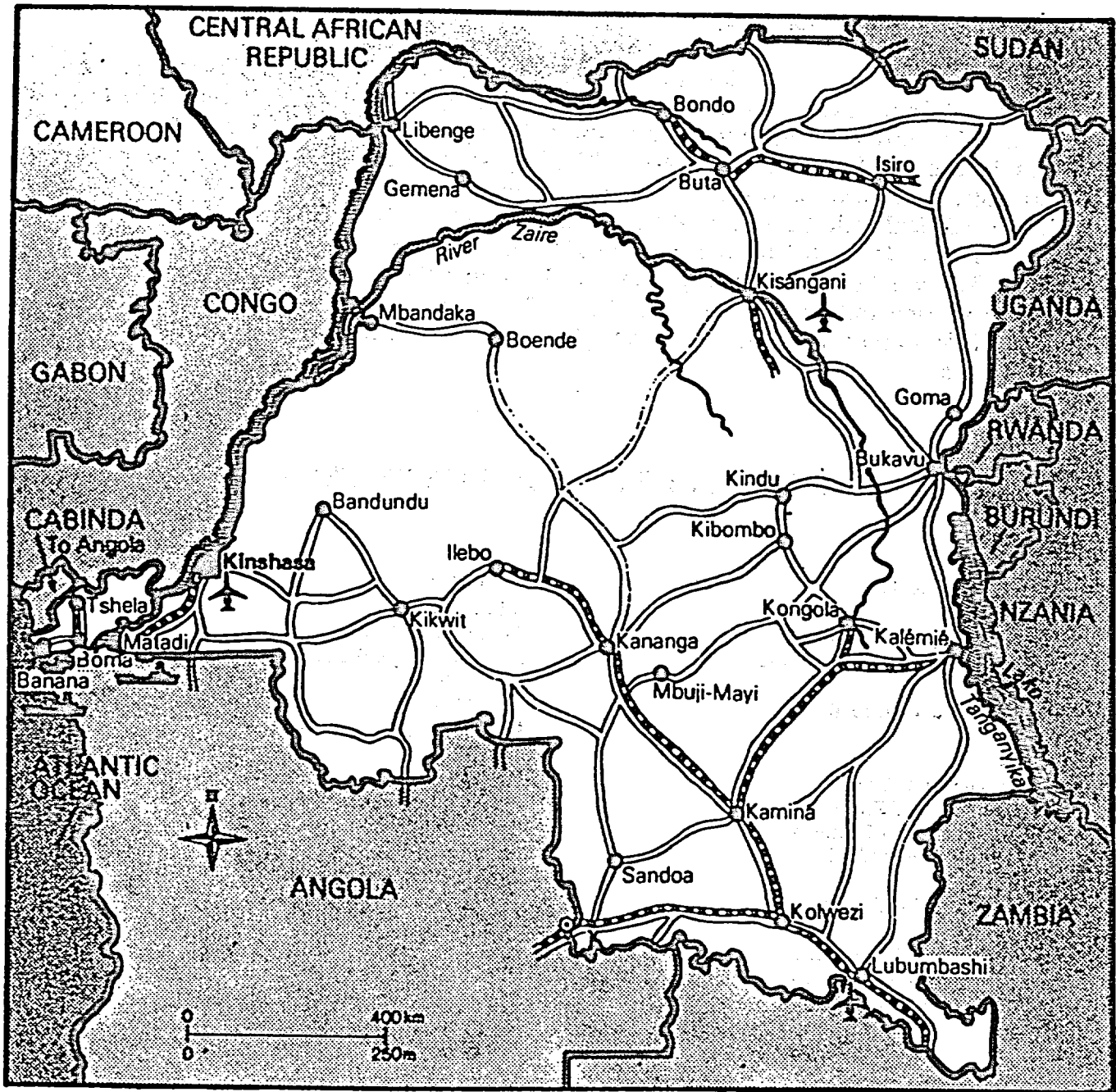
TANKERKOMERC IMPORT DEPARTMENT

57000 Zadar, Yugoslavia
Fax:(1057) 441-826
Products: fish and seafood

FOR FURTHER INFORMATION:

Canadian Embassy
Kneza Milosa 75,
11000 Belgrade, Socialist Federal Republic of
Yugoslavia
Tel:(011-38-11) 644-666
Telex: 11137
Fax:(011-38-11) 641-480
Mr. Charles Larabie
First Secretary (Commercial)

ZAIRE



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ZAIRE

Zaire is a landlocked country except for the coastal ports of Banana and Boma. Zaire has a population of over 32 million people. All varieties of fish consumed in Zaire come essentially from three fishing zones: the North Sea, off the coast of Namibia, and off the coast of Senegal. The largest source of supply is the area off the Namibian coast. Because of deficiencies in the collection of information on imports and Zaire's statistical collecting apparatus, the exact varieties of fish imported are not clearly distinguishable. In regard to country of origin, the main exporting countries to Zaire are Norway, Belgium, South Africa, Angola, the U.S.S.R. and Portugal. South Africa ranks first in export volume, followed by the Soviet Union. The main varieties of seafood imported in Zaire in 1988 were: dead fish, not gutted 1,649 tonnes, and salted, dried and smoked fish 3,144 tonnes.

MAJOR ZAIRE SEAFOOD IMPORTERS

AGRO PASTORALE

B.P. 600,
Kinshasa 1, Republic of Zaire
Contact: Mr. Kamitou Massamba
Telex: 21054
Products: fish and seafood

ALBION

398/6 Avenue De L Ecole,
Gombe, Republic of Zaire
Contact: Mr. Nicolas Fantasia
Products: fish and seafood

ECONOMAT DU PEUPLE

B.P. 7705,
Kinshasa 1, Republic of Zaire
Contact: Mr. Baladima Marco
Telex: 21250 or 21088 ZR

FAUCHON

Blvd. 30 Juin,
Bldg. Transat,
Kinshasa, Republic of Zaire
Contact: Directeur General
Tel: 22029
Fax: 23329
Products: fish and seafood

GB ZAIRE

B.P. 5236/B, Kin 10,
Avenue De L Oua,
Ngaliema, Republic of Zaire
Tel: 2420
Fax: 27560
Products: fish and seafood

GECOS

B.P. 15796,
Kinshasa 1, Republic of Zaire
Contact: Mr. Jean-Ierre Thys
Telex: 20035
Products: fish and seafood

HASSON L AND FRERES

B.P. 8703,
Kinshasa 1, Republic of Zaire
Contact: Mr. Isaac Hasson
Telex: 21015
Products: fish and seafood

ORGAMAN

B.P. 1598,
Kinshasa 1, Republic of Zaire
Contact: Mr. Damseaux
Telex: 21607 or 21357 ZR
Products: fish and seafood

QUO-VADIS

B.P. 1668,
Kinshasa 1, Republic of Zaire
Contact: Mr. Vergopoulos Christodoulos
Telex: 28879
Products: fish and seafood

SOPEK

B.P. 14131,
Kinshasa 1, Republic of Zaire
Contact: Mr. Herlander Da Cruz
Telex: 21277
Fax: 28184
Products: fish and seafood

FOR FURTHER INFORMATION:

Canadian Embassy
C.P. 8341,
17, Pumbu Zone de Gombe Avenue,
Kinshasa, Republic of Zaire
Tel: (011) 22-706/24-346/27-839
Telex: 21303
Mr. Robert Rousseau
Second Secretary (Commercial) and Vice-Consul

ZATRIMEX

B.P. 2658,
Kinshasa 1, Republic of Zaire
Contact: Mr. Ali Nosoro
Tel: 26502
Products: fish and seafood

ZIMBABWE, ANGOLA, BOTSWANA, MALAWI MOZAMBIQUE, ZAMBIA

The Canadian High Commission in Zimbabwe is responsible for Angola, Botswana, Malawi, Mozambique and Zambia. Each of these countries has adequate supplies of fish from their own resources or can trade with neighbouring countries. Given the shortage of foreign exchange and the balance of payments problems throughout the region, imports of fish on a commercial basis are not permitted. Botswana is the sole exception, but, the tiny population of this landlocked country rules out serious consideration.

FOR FURTHER INFORMATION:

Canadian High Commission
45 Baines Avenue,
P.O.Box 1430,
Harare, Republic of Zimbabwe
Tel:(011-263-4) 733881
Telex: 24465
Fax:(011-263-4) 733636
Mr. Thomas S. Mercer
Commercial Officer

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Tel:(613) 995-9401

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*International Trade Centre
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Fax:(204) 983-2187*

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*1955 Smith Street
4th Floor,
Regina, Saskatchewan
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Tel:(306) 780-6108
Telex: 071-2745
Fax:(306) 780-6679*

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*Edmonton
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Fax:(604) 666-8330*

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