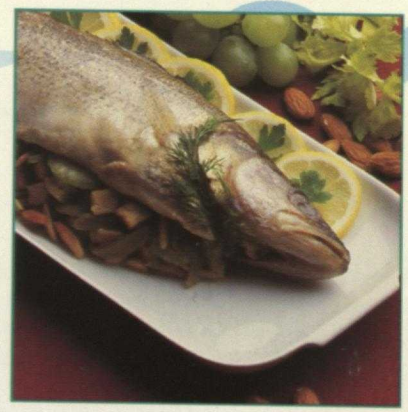
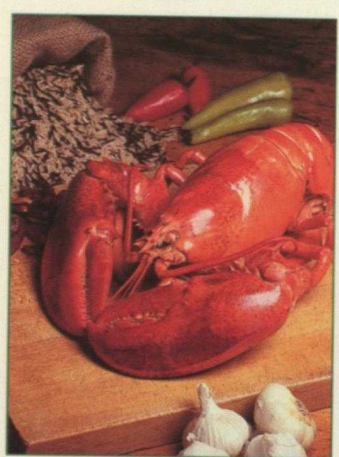
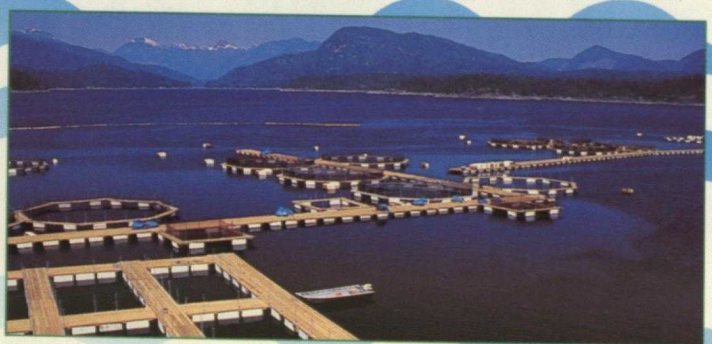
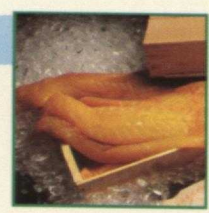
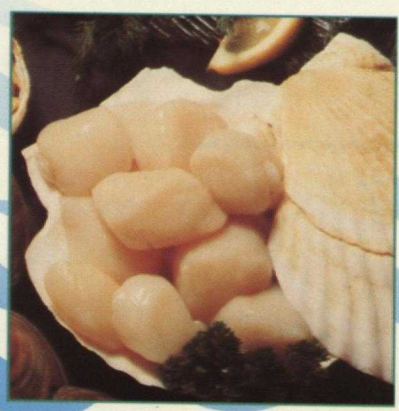


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CANADIAN FISH AND SEAFOOD EXPORTERS SOURCING GUIDE



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

Canadian Association of Fish Exporters
Canadian Atlantic Lobster Promotion Association
Fisheries and Aquaculture New Brunswick
Enterprise PEI
Atlantic Queen Seafoods Limited
Bos Smoked Fish Inc.
Granville Gates & Sons Ltd.
Rio Import & Export Ltd.
Seabright Smokehouses Ltd.
Sogelco International Inc.

Data base prepared by Sean Cornish of Cascadia Consulting for the
Trade Opportunities Division (TOSA)
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario, Canada
K1A 0G2

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

(Publié également en français)

42271.1

CANADIAN FISH AND
SEAFOOD EXPORTERS
SOURCING GUIDE

1995  1996

913-274-618

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INTRODUCTION

Canada is the world's fifth-largest fish exporter by value. In 1994 Canadian production of fish products amounted to more than \$3.2 billion, of which more than 80 per cent (\$2.8 billion) was exported. Canada exports fish products to some 100 countries around the world. The United States is Canada's largest export market, followed by Japan and the European Union. These three destinations collectively account for approximately 92 per cent of total exports.

Canada's competitive strength in fish products reflects its access to a resource base that is one of the world's richest and most diversified despite temporary shortages of some species and industry's emphasis on high-quality, safe and nutritious products guaranteed by Canada's inspection system. The diversity of species and products available is related to the distinct features of Canada's Atlantic, Pacific, Arctic freshwater and aquaculture fisheries.

The Atlantic Fishery

In 1994, landings in Atlantic Canada totalled 650 869 tonnes, valued at \$1 billion. The most important species are lobster, red-fish, clams, scallops, snow crab, shrimp and herring. Additional species landed include cod, haddock, flounder, pollock, Greenland halibut, capelin, skate and mackerel.

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

The Pacific Fishery

In 1994, total landings in the Pacific fishery amounted to over 280 000 tonnes, valued at \$473 million. Salmon is the mainstay of the British Columbia fishing industry. Major export markets for canned salmon include the United Kingdom, continental Europe, Australia and New Zealand. France, Japan, the United States and Sweden are major markets for frozen salmon products. Herring roe exports to Japan rank second in importance after salmon. Groundfish such as redfishes, hake and flatfishes and shellfish such as oysters and crab are of growing importance in the Pacific fishery.

The Freshwater Fisheries

Canada's freshwater fisheries are concentrated around the Great Lakes and in Central and Northern Canada. In 1994, freshwater landings totalled some 36 000 tonnes with a total value of over \$75 million. A wide variety of prized freshwater species are processed, including whitefish, pickerel, northern pike, trout and sauger. The United States is the major market for Canada's freshwater species, followed by Europe and Japan.

The Aquaculture Fishery

Canada has a rapidly expanding aquaculture industry with the value of production reaching \$290 million in 1993. The main species cultured in Canada continue to be Atlantic salmon, rainbow trout, oysters and mussels. In the salmon sector, which comprises the largest component of the industry, Atlantic salmon are overtaking Pacific salmon as the principal species on both coasts. Production of farmed salmon currently amounts to over 25 900 tonnes with a farm gate value of \$245 million in 1994. Rainbow trout remains the dominant species throughout central Canada, although Arctic char has attained commercial status. The effort is under way to successfully raise such species as black cod, halibut, and wolffish.

Quality Standards and Inspection

Canada's stringent fish inspection activities — which cover vessels, plants, unloading, holding and handling sites, and transportation equipment — ensure that only the country's finest products reach international markets.

The Canadian government, through the Inspection Branch of the Department of Fisheries and Oceans, is responsible for administering the Fish Inspection Act and Regulations. It has responsibility for assuring that fish and fish products produced in Canada meet regulatory requirements, are produced under sanitary conditions and are properly packaged and labelled. These responsibilities are currently met through the operation of a Fish Inspection Program carried out by a staff of over 500 inspectors located in all 10 provinces and the Northwest Territories.

There are 105 field inspection centres across the country supported by 23 strategically located laboratories. Laboratory staff regularly check to ensure that products for which grade standards have been established comply with all regulatory requirements thereby enabling the field inspection staff to certify Canadian fish products for the export market.

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

The QMP is based on the principles of the Hazard Analysis Critical Control Point (HACCP) system. This Canadian initiative represents the first time that HACCP principles have been incorporated into a regulatory framework.

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

Certification Services

The export certification program promotes the international sale of Canadian fish products, assuring exporters that their products will be acceptable to the importing country.

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

Export Trade Services

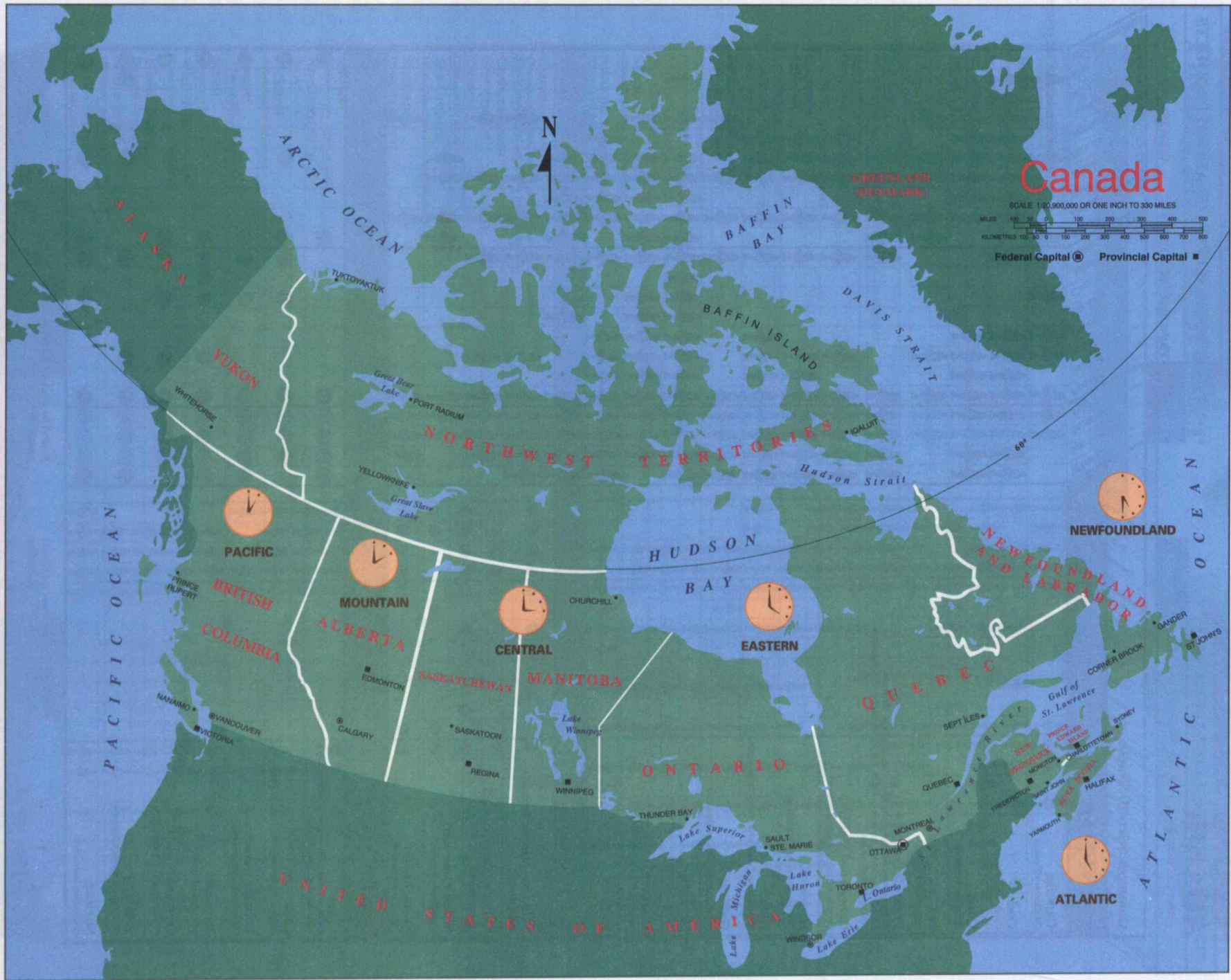
Canada maintains more than 100 trade missions abroad. The commercial section of the Canadian Embassy, High Commission or Consulate General is available to provide assistance to importers. All missions also have access to the World Information Network System (WIN) which contains detailed information on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

Export trade services are also provided by the geographic and sector bureaux at the Department of Foreign Affairs and International Trade (DFAIT) in Ottawa and by the International Trade Centres (ITCs) located in each province in Canada. The ITCs serve generally as the first point of contact for exporters.

The *Canadian Fish and Seafood Exporters Sourcing Guide* has been prepared in consultation with the Department of Fisheries and Oceans (Fisheries Management Directorate) and Agriculture and Agri-Food Canada (Seafood and Marine Products Directorate). We gratefully acknowledge the financial contributions of Agriculture and Agri-Food Canada and promotional inserts listed on the inside cover and throughout the Guide. We thank the Canadian Association of Fish Exporters for the use of the product availability charts found in the front of the Guide.

The information contained in this guide is also available on 3.5 inch computer diskette (DOS or Windows format). Diskettes and/or additional hard copies of the Guide itself may be obtained through Canadian Trade Offices abroad or through International Trade Centres or DFAIT's InfoCentre in Canada.

We welcome comments and suggestions as to how future editions of this guide might be improved.



Seafood from Canada

Atlantic

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

Fresh/Live seasons are broken down as follows:

Winter: December, January, February

Spring: March, April, May

Summer: June, July, August

Fall: September, October, November

□ No Catch

● Available

● Peak season

● Treatments available

● Forms available

Seafood from Canada

Pacific and Freshwater

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

Fresh/Live seasons are broken down as follows:

Winter: December, January, February

Spring: March, April, May

Summer: June, July, August

Fall: September, October, November

Freshwater fish are sold fresh only in North American markets.

□ No Catch

● Available

● Peak season

● Treatments available

● Forms available

NOTES

ALBERTA

**BILLINGSGATE FISH
COMPANY LIMITED**

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

Contact: Frank Fallwell, President

Telephone: 403-571-7700

Fax: 403-571-7717

Products: Whitefish — Fresh, frozen, smoked

Annual Sales Range: 10 - 50M

Number of Employees: 73

Type of Business: Processor,
Wholesaler/Distributor

Production Period: Seasonal

Brands: Billingsgate, King of Fish

**MUNSON INTERNATIONAL
TRADING LTD**

19 Huntstrom Pl. NE
Calgary AB
T2K 5V9

Contact: James Chung, Manager

Telephone: 403-680-2318

Fax: 403-275-1255

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 100%

Number of Employees: 3

Type of Business: Exporter, Trader

**GENERAL MERCHANTS
INTERNATIONAL INC.**

M.P.O. Box 11871
Edmonton, AB
T6C 1J6

Contact: Richard N. Zukiwski, President

Telephone: 403-463-0904

Fax: 403-466-3024

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

Annual Sales Range: 0.5 - 2.5M

Percent of Sales Exported: 99%

Number of Employees: 3

Type of Business: Trader, Exporter

McKAY & ASSOCIATES

973 East Chestermere Drive
Chestermere, AB
T1X 1A8

Contact: Doug McKay, President

Telephone: 403-273-5640

Fax: 403-273-5635

Products: Salmon — Smoked

Annual Sales Range: 0.5 - 2.5M

Percent of Sales Exported: 20%

Number of Employees: 12

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

Production Period: Year round

Brands: Taylor Fisheries Smoked Salmon

BRITISH COLUMBIA

AGRIMARINE INDUSTRIES INC.

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

Contact: Richard Buchanan

Telephone: 604-683-4166

Fax: 604-683-3744

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

Contact: Val Hudson, Plant Manager

Telephone: 604-287-2345

Fax: 604-286-0596

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

Annual Sales Range: 2.5 - 10M

Percent of Sales Exported: 20%

Number of Employees: 50

Type of Business: Processor, Aquaculture
(wild salmon)

Production Period: Year round

Brands: Cansalm Brand, Rugged Point,
InterCan

ALBION FISHERIES LTD.

1077 Great Northern Way
Vancouver, BC
V5T 1E1

Contact: Robert Waggott, Sales and
Marketing Manager

Bob Nixon, Trading

Telephone: 604-875-9411

Fax: 604-875-0644

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

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

Annual Sales Range: 10 - 50M

Percent of Sales Exported: 5%

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

Production Period: Seasonal

AQUATEC SEAFOODS LTD.

820 Shamrock Place
Comox, BC
V9M 3P6

Contact: Paul Vroom, President

Telephone: 604-339-6412

Fax: 604-339-4951

Products: Salmon — Fresh, smoked; Smoked
Oysters — Fresh, frozen

Annual Sales Range: 1 - 2 M

Percent of Sales Exported: 50%

Number of Employees: 40 - 50

Type of Business: Contract Processor

Production Period: Year round

Brands: Moulinet, Pacific Orchard, Aquatel

Countries of Interest: United States, South
East Asia

ARCTIC SEAFOOD PRODUCTS LTD.

3777 Keith Street
Burnaby, BC
V5J 3B9

Contact: John Hurmuses, President

Damian Miller, Manager

Telephone: 604-433-6020

Fax: 604-433-5453

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

Annual Sales Range: 0.5 - 2.5M

Percent of Sales Exported: 70%

Number of Employees: 50

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

Production Period: Year round

ASTRA INDUSTRIES INC.

329 Railway Street
Vancouver, BC
V6C 1A5

Contact: Carl MacRae

Telephone: 604-669-3741

Fax: 604-669-9732

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

Annual Sales Range: 50M+

Percent of Sales Exported: 40%

Number of Employees: 40

Type of Business: Processor,

Wholesaler/Distributor, Exporter

Production Period: Year round

Brands: Astra

ATLIN — PACIFIC TRADING COMPANY, LTD

Box 15
Atlin, BC
V0W 1A0

Contact: Carrie Knickerbocker, President

Telephone: 604-651-7534

Fax: 604-651-7534

Products: Salmon — Frozen, Smoked, Gift Pack

Annual Sales Range: Less than 0.5M

Number of Employees: 4

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: July — September Inclusive

BAYNES SOUND OYSTER COMPANY LTD.

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

Contact: Joe Tarnowski, Owner

Telephone: 604-335-2111

Fax: 604-335-0515

Products: Clams, Oysters — Fresh

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 50%

Number of Employees: 10 - 12

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

Production Period: Year round

Brands: Baynes Sound Oyster Co. Ltd.

BELLA COOLA FISHERIES LTD.

9829 River Road
Delta, BC
V4G 1B4

Contact: Tim Turyk, President

Rudy Rockl, Sales Manager

Telephone: 604-583-3474

Fax: 604-583-4940

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

Annual Sales Range: 10 - 50M

Percent of Sales Exported: 75%

Number of Employees: 200

BRITISH COLUMBIA

Type of Business: *Processor*

Production Period: *Herring (March – July), Salmon (July – November)*

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

BLUNDELL SEAFOODS LTD.

11351 River Road
Richmond, BC
V6X 1Z6

Contact: *Benny Yiu*

Telephone: 604-270-3300

Fax: 604-270-6513

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

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 50%

Number of Employees: 35 – 60

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

BRITISH COLUMBIA PACKERS LIMITED

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

Contact: *Ike Baart, V.P., Export Sales*

Telephone: 604-277-2212/241-3402

Fax: 604-241-3461

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

Annual Sales Range: 200M+

Percent of Sales Exported: 50%

Number of Employees: 1,500

Type of Business: *Processor, Aquaculture, Trader*

Production Period: *July — September*

Brands: *Cloverleaf, Paramount, Rose Marie, Universal*

Countries of Interest: *Currently Exporting to 45 Countries*

CALKINS & BURKE LTD.

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

Contact: *David Calkins, President*

Carl MacRae, Export Sales Manager

Telephone: 604-669-3741

Fax: 604-669-9732

Telex: 04-508829

Answerback: *KINCAL*

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

Annual Sales Range: 50M

Percent of Sales Exported: 40%

Number of Employees: 40

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

Production Period: *Year round*

Brands: *Astra, Royal Canadian, Norden*

CAMPBELL RIVER FISHING CO. LTD

1330 Maple Street
Campbell River, BC
V9W 6Y5

Contact: *Takao Matsunaga, President*

Telephone: 604-286-0887

Fax: 604-830-0441

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

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 75%

Number of Employees: 10

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

Production Period: *August 1 – November 30*

CANADA SEAFOOD INC.

Unit 140 – 12831 Clarke Place
Richmond, BC
V6V 2H9

Contact: *George W.Y. Mok, President*

Telephone: 604-273-6702

Fax: 604-273-6729

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

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

Annual Sales Range: 1 – 5M

Percent of Sales Exported: 100%

Number of Employees: 5

Type of Business: *Exporter*

Production Period: *Year round*

Brands: *C.T.C., Clover Leaf, Topline, Silver Sea*

CANADIAN FISHING COMPANY

Foot of Gore Avenue
Vancouver, BC
V6A 2Y7

Contact: *Gordon Stuart, Export Canned Sales*

Dan Nomura, Export Fresh/Frozen Sales

Telephone: 604-681-0211

Fax: 604-681-3277

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

Annual Sales Range: 50M+

Percent of Sales Exported: 75%

Number of Employees: 60 (*permanent*), 600 (*seasonal*)

Type of Business: *Processor, Exporter*

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

Brands: *Gold Seal*

CANADIAN SELECT ENTERPRISES LTD.

10 – 8291 Westminster Highway
Richmond, BC
V6X 1A7

Contact: *John Krygsveld, President*

Telephone: 604-270-3877

Fax: 604-273-4146

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

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 2%

Number of Employees: 3

Type of Business: *Wholesaler/Distributor*

Production Period: *Year round*

Brands: *Canadian Select*

COAST — ALL PACIFIC AGENTS LTD

2050 Sandown Place
North Vancouver, BC
V7P 3H7

Contact: *Hans Oppermann, Manager*

Telephone: 604-985-1350

Fax: 604-985-1350

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

Annual Sales Range: 0.5 – 2.5M

BRITISH COLUMBIA

Percent of Sales Exported: 60%
Type of Business: *Exporter, Trader, Custom orders to buyers' specifications*
Production Period: *Year round*

COAST ISLAND SEAFOODS LTD.

6000 Island Highway West
Qualicum Bay, BC
V0R 2T0

Contact: *Doug Gray, President*
Russell Bell, Vice President
Telephone: 604-757-8533 or 757-9511
Fax: 604-757-8447

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

Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 60%
Number of Employees: 4 – 10
Type of Business: *Processor, Wholesaler/Distributor, Exporter*
Production Period: 30 – 60 days

COASTWIDE FISHING LTD.

209 – 3740 Chatham Street
Richmond, BC
V7E 2Z3

Contact: *Dick Yamazaki, Director*
Martin Matsutani, Manager
Telephone: 604-272-1106
Fax: 604-272-0992

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

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 90%
Number of Employees: 7
Type of Business: *Processor, Exporter*
Production Period: *March – December*
Brands: *Elite*
Countries of Interest: *Japan, Europe, Asia*

DEL MAR INTERNATIONAL SEAFOODS LTD

1729 Midgard Avenue
Victoria, BC
V8P 2Y6

Contact: *Ian Rudiak, Director*
Nina Rudiak, Director
Telephone: 604-477-9336

Fax: 604-477-9386
Products: *Goose Barnacles — Live; Salmon, Chum — Frozen; Salmon, Sockeye — Frozen, smoked*
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 100%
Type of Business: *Exporter*

DOLLAR FOOD MFG. INC.

1410 Odium Drive
Vancouver, BC
V5L 4X7

Contact: *K. Chow, Director*
K. Wong, President
Telephone: 604-253-1422
Fax: 604-253-2226

Products: *Geoduck Clams — Salted/dried, speciality pack, gift pack; Sea Cucumber — Frozen, salted/dried; Groundfish — dressed; Salmon — Frozen, smoked, salted/dried, gift pack*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 75%
Number of Employees: 25
Type of Business: *Processor, Exporter*
Production Period: *Year round*
Brands: *Dollar, Nutrasea*
Countries of Interest: *United States, South East Asia*

E-FISH-ENT FISH COMPANY

5783 East Sooke Road
Sooke, BC
V0S 1N0

Contact: *Bryan Mooney, Proprietor*
Linda Mooney, Office Manager
Telephone: 604-642-4007
Fax: 604-642-4007
Products: *Salmon — Smoked, smoked and retorted; Octopus — Smoked*
Annual Sales Range: *Less than 0.5M*
Number of Employees: 3 – 4
Type of Business: *Processor, Exporter*
Production Period: *February – December*

FANNY BAY OYSTERS LTD.

P.O. Box 209
Union Bay, BC
V0R 3B0

Contact: *Glen Hadden, President*
Jeanine Stacey, Production Manager
Telephone: 604-335-0125
Fax: 604-335-1211

Products: *Pacific Oysters — Fresh, shucked, live, whole-in-shell; Manila Clams — Fresh, whole-in-shell; Butter Clams — Fresh, frozen, shucked*
Annual Sales Range: 4 – 5M
Percent of Sales Exported: 60% – 80%
Number of Employees: 60
Type of Business: *Processor, Aquaculture, Exporter, Wholesaler/Distributor*
Production Period: *Year round*
Brands: *Fanny Bay Oysters, Fanny Bay Clams*
Countries of Interest: *All except Europe*

FINN BAY SEAPRODUCTS LTD.

Finn Bay Road, P.O. Box 54
Lund, BC
V0N 2G0

Contact: *Percy Redford, President*
Adrian Redford
Telephone: 604-483-4766
Fax: 604-483-9231
Products: *Herring — Roe on-kelp; Prawns — Frozen*
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: *greater than 50%*
Number of Employees: *Varies*
Type of Business: *Processor*

FJORD PACIFIC MARINE INDUSTRIES

2400 Simpson Road
Richmond, BC
V6X 2P9

Contact: *Don Pollard, General Manager*
Ian Govan, Sales Manager
Telephone: 604-270-3393
Fax: 604-270-3826
Products: *Smoked Salmon, Tuna, Swordfish, Black Cod, Herring — Frozen, vac-packed; Salmon, Halibut — Portions; Herring — Pickled*
Annual Sales Range: 2.5 – 10M
Number of Employees: 20
Type of Business: *Value Added*

BRITISH COLUMBIA

Production Period: *Year round*
Brands: *Fjord, Dutch Boy*
Countries of Interest: *All*

FMI FOOD MARKETERS INTERNATIONAL LTD.

240 - 12251 No. 1 Road
Richmond, BC
V7E 1T7

Contact: *Harry W. Guenther, President*
H.C. Wright, Marketing Coordinator
B. Holme, Export Manager
Telephone: 604-275-3664
Fax: 604-275-3624

Products: *Salmon — Fresh, frozen, canned, smoked, salted/dried, breaded/prepared, portioned, specialty pack, gift pack, troll-caught; Halibut — Fresh, frozen, portioned, dressed; Herring — Roe*

Annual Sales Range: *10 - 50M*

Percent of Sales Exported: *75%*

Number of Employees: *6*

Type of Business: *Trader, Exporter, Processor*

Production Period: *March to November*

Brands: *Royal Navy*

FRENCH CREEK SEAFOOD LTD.

1097 Lee Road
Parksville, BC
V9P 2E1

Contact: *Gordon McLean, President*
Brad McLean, Secretary
Telephone: 604-248-7100
Fax: 604-248-7197

Products: *Halibut, Coho Salmon — Fresh; Sockeye Salmon — Fresh, frozen, roe, troll-caught; Spring Salmon — Fresh, roe, troll-caught; Chum Salmon — Fresh, roe; Dogfish — Backs, tails, fins, belly fillets*

Annual Sales Range: *8 - 10M*

Percent of Sales Exported: *85%*

Number of Employees: *40*

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

Production Period: *Year round*

Countries of Interest: *All*

GLOBAL SEAFOODS

180 - 2188 No. 5 Rd.
Richmond, BC
V6X 2T1

Contact: *Arne Christiansen*

Telephone: 604-270-9645
Fax: 604-270-9646
Products: *Only Seafood*
Annual Sales Range: *4M*
Percent of Sales Exported: *95%*
Number of Employees: *4*
Type of Business: *Seafood Merchant, Processor*
Countries of Interest: *Worldwide*

GREAT GLACIER SALMON LTD.

do 201 Cow Bay Road
P.O. Box 1137
Prince Rupert, BC
V8J 1A2

Contact: *Gary Kushnik, Sales Broker*
Bob Gould, General Manager

Telephone: 604-627-4955

Fax: 604-627-7945

Products: *Frozen Salmon — Sockeye, Chinook, Coho; Salmon — Roe*

Annual Sales Range: *0.5 - 2.5M*

Percent of Sales Exported: *100 %*

Number of Employees: *15 - 30*

Type of Business: *Processor, Exporter*

Production Period: *June through September*

Brands: *Glacier Salmon*

H. CLEVELAND & CO. LTD

150 - 6400 Roberts Street
Burnaby, BC
V5G 4C9

Contact: *Jun Ishikawa, General Manager*

Telephone: 604-298-4419

Fax: 604-298-3542

Products: *Salmon — Frozen, dressed; Black Cod — Frozen, dressed*

Annual Sales Range: *2.5 - 10M*

Type of Business: *Trader*

Production Period: *July - September*

HARBOUR PACKING CO. LTD.

Box 82
Coal Harbour, BC
V6N 1K0
Contact: *R. Bailey*
Telephone: 604-949-9991

Fax: 604-949-7770

Products: *Salmon, Sea Urchins, Longline Cod, Prawns, Halibut — Roe*

Annual Sales Range: *4 - 6M*

Percent of Sales Exported: *95%*
Number of Employees: *4 - 7*
Type of Business: *Processor, Wholesaler, Exporter*
Production Period: *Year round*
Countries of Interest: *Asia, United States*

HARDY BUOYS SMOKED FISH INC.

P.O. Box 401
Port Hardy, BC
V0N 2P0

Contact: *Bruce Dirom, President*
John Dirom, Vice President

Telephone: 604-949-8781

Products: *Salmon — Frozen, smoked*

Annual Sales Range: *Less than 0.5M*

Number of Employees: *5*

Type of Business: *Processor, Wholesaler/Distributor*

HERITAGE SALMON CO. INC.

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

Contact: *Bert Bachmann, V.P. & G.M.*

Telephone: 604-277-3093

Fax: 604-275-8614

Sales Offices/Agents: *In Canada: Vancouver, Toronto, New Brunswick*

In U.S.A.: Boston, New Jersey, Los Angeles

Products: *Salmon (farmed, wild) — Fresh, dressed, value added*

Annual Sales Range: *60M+*

Percent of Sales Exported: *75%*

Number of Employees: *40*

Type of Business: *Producer, Processor*

Production Period: *Year round*

Brands: *Heritage*

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

HI-TO FISHERIES LTD.

1575 Vernon Drive
Vancouver, BC
V6A 3P8

Contact: *Michael Warren, Marketing Manager*
Lawrence Chan, Vice President

Telephone: 604-253-5111

Fax: 604-251-6526

Products: *Sea Urchin — Fresh, frozen, live,*

BRITISH COLUMBIA

whole-in-shell, roe; Geoduck Clams — Frozen, live, whole-in-shell; Salmon — Frozen, salted/dried, roe, dressed, troll-caught; Herring roe — Salted

Annual Sales Range: 10 – 50M
Percent of Sales Exported: 93%
Number of Employees: 100 – 150
Type of Business: Processor, Exporter
Production Period: Year round

HOKKAI MARINE LTD.

7963 Webster Road
Delta, BC
V4G 1E4

Contact: Tom Sakurai, President
Telephone: 604-946-8144
Fax: 604-946-0866

Products: Herring — Roe; Salmon — Fresh, frozen, canned, smoked, salted/dried, roe; Albacore Tuna — Frozen

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 95%
Number of Employees: 5 (full time), 30 (seasonal)
Type of Business: Processor, Exporter
Production Period: April – November
Countries of Interest: Japan, Vietnam

HOSHO CANADA INC.

3A – 8765 Ash Street
Vancouver, BC
V6P 6T3

Contact: T. Iino, Export Manager
Telephone: 604-324-2718
Fax: 604-324-2168

Products: Salmon — Fresh, frozen, canned, smoked, salted/dried, troll-caught, roe; Halibut — Fresh, frozen; Herring — Roe; Imitation Crab; Kamaboko

Annual Sales Range: 10 – 50M
Percent of Sales Exported: 85%
Number of Employees: 8
Type of Business: Trader, Exporter, Processor
Production Period: Year round
Brands: Mariners Pride, H.C.I., Hosho Canada, Canadian Pride, Crystal Seas

ICICLE SEAFOODS (B.C.) INC.

6001 60th Avenue
Delta, BC
V4K 4E2

Contact: Mark Sandvik, Vice President Sales
Telephone: 604-946-5160
Fax: 604-946-5157

Products: Pacific Salmon — Fresh, frozen, canned, troll-caught; Sablefish (Blackcod) — frozen; Pacific Halibut — Fresh, frozen; Pacific Crab — frozen, whole-in-shell; Pacific Cod

Annual Sales Range: 50M +
Percent of Sales Exported: 60%
Number of Employees: 200
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Icicle

IMPERIAL SALMON HOUSE LTD.

1632 Franklin Street
Vancouver, BC
V5L 1P4

Contact: Douglas Ray, President
Telephone: 604-251-1114
Fax: 604-251-3177

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

Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 15%
Number of Employees: 4
Type of Business: Manufacturer, Wholesaler, Retailer
Production Period: Year round
Countries of Interest: Pacific Rim, Europe

INTERNATIONAL TRADE SERVICES CORPORATION

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

Contact: J.R. Harmer, President
Telephone: 604-681-8165
Fax: 604-687-3589
Telex: 04-508586

Products: Salmon — Fresh, frozen, canned
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 25%
Number of Employees: 110
Type of Business: Trader

ISLAND SCALLOPS LTD.

5552 West Island Highway
Qualicum Beach, BC
V9K 2C8

Contact: Robert Saunders, President
Telephone: 604-757-9811
Fax: 604-757-8370

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

Annual Sales Range: More than 1.0M
Percent of Sales Exported: 90%
Number of Employees: 20
Type of Business: Processor, Aquaculture, Exporter, Aquaculture Technology
Production Period: Year round
Brands: Island Scallops

ITOCHU CANADA LTD.

770 – 999 Canada Place
Vancouver, BC
V6C 3E1

Contact: Hiroshi Moroda, Manager
Telephone: 604-683-5764
Fax: 604-688-9293

Products: Herring Roe — Salted; Salmon — Frozen

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 20
Type of Business: Exporter

J.H. SHEERE AND ASSOCIATES LTD

3361 Viewmont Place
Port Moody, BC
V3H 2L6

Telephone: 604-469-6949
Fax: 604-469-6950

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

Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 40%
Number of Employees: 4
Type of Business: Exporter, Wholesaler/Distributor, Trader
Brand: Northleaf

BRITISH COLUMBIA

J.S. McMILLAN FISHERIES LTD.

2199 Commissioner Street
Vancouver, BC
V5L 1A4

Contact: Michael Epstein, International
Sales Manager

Telephone: 604-255-5191

Fax: 604-255-4600

Telex: 04-51512

Answerback: FISHMC

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

Annual Sales Range: 50M+

Percent of Sales Exported: 70%

Number of Employees: 250

Type of Business: Processor

Production Period: Year round

Brands: J.S. McMillan, ABC, Silver Sea, Fjord
Pacific, Wrangell Fisheries

KANEMATSU (CANADA) INC.

Suite 1889 — 200 Granville Street
Vancouver, BC
V6C 1S4

Contact: M. Kawai, General Manager
Ken Li, Manager, Foodstuffs Dept.

Telephone: 604-689-0011

Fax: 604-683-3639

Products: Seafood — Frozen

Annual Sales Range: 50M+

Percent of Sales Exported: 100%

Number of Employees: 10

Type of Business: Exporter

KAWAKI (CANADA) LTD.

6160 London Road
Richmond, BC
V7E 4J2

Contact: Andy Makita, Manager

Telephone: 604-277-7158

Fax: 604-277-1845

Products: Salmon — Fresh, frozen, salted,
smoked

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 100%

Number of Employees: 25 — 70 (seasonal)

Type of Business: Processor, Exporter

Production Period: Year round

Countries of Interest: Japan

KAWASHO INTERNATIONAL CANADA LTD.

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

Contact: Satoshi Arai, President

Telephone: 604-689-7389

Fax: 604-685-4195

Products: Salmon — Frozen

Annual Sales Range: 10 — 50M

Percent of Sales Exported: 100%

Number of Employees: 3

Type of Business: Trader

KENTO SEAFOODS

12411 Vulcan Way
Richmond, BC
V6V 1J7

Contact: Ken Hayashi
Andrew Miu

Telephone: 604-273-8777

Fax: 604-273-7887

Products: Dungeness Crab, Prawn, Geoduck
Clams, Oysters — Fresh, frozen, live; Salmon —
Fresh, frozen

Annual Sales Range: 10 — 15M

Percent of Sales Exported: 80 — 90%

Number of Employees: 20 — 60 (Seasonal)

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: All year

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

KENWEST ENTERPRISES LTD.

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

Contact: Ken Shinozaki, President

Telephone: 604-688-4211

Fax: 604-684-3498

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

Annual Sales Range: 20M

Percent of Sales Exported: 99%

Number of Employees: 6

Type of Business: Exporter, Trader

Countries of Interest: Japan, Asia

KLAUS SAUSAGE & SALMON HOUSE INC.

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

Contact: Klaus Koj, President
Marlies Koj, Manager

Telephone: 604-287-2444

Fax: 604-287-4272

Products: Cold Smoked Salmon

Percent of Sales Exported: 80%

Number of Employees: 6

Type of Business: Processor, Exporter

Production Period: Year round

LIMBERIS SEAFOODS LTD.

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

Contact: Leo Limberis, Owner/Manager

Telephone: 604-245-3021

Fax: 604-245-3603

Products: Manila Clams, Geoduck Clams —
Fresh; Oysters (shucked) — Fresh, portioned

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 75% (varies)

Number of Employees: 5 — 20

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

Production Period: Year round

Brands: North Cove

LIONS GATE FISHERIES LTD.

4179 River Road
Delta, BC
V4K 1R9

Contact: Jack Waterfield, President
Jim Kloschinsky, Vice President

Telephone: 604-946-1361

Fax: 604-946-0944

Telex: 04-357628

BRITISH COLUMBIA

Answerback: *Long Beach*

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

Annual Sales Range: *10 – 50M*

Percent of Sales Exported: *70%*

Number of Employees: *50*

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

Production Period: *Year round*

Brands: *Pafisco, Coastal*

LOX ROYALE PROCESSORS INC.

*2115 Commissioner Street
Vancouver, BC
V5L 1A6*

Contact: *Valerie Jones, Office Manager*

Telephone: *604-251-9844*

Fax: *604-251-9843*

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

Annual Sales Range: *0.5 – 2.5M*

Percent of Sales Exported: *5%*

Number of Employees: *10*

Type of Business: *Processor*

Production Period: *Year round*

LUXURY SMOKERS LTD.

*145 – 6660 Graybar Road
Richmond, BC
V6W 1H9*

Contact: *Toshiaki Harada, General Manager*

Telephone: *604-278-4409*

Fax: *604-278-4846*

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

Annual Sales Range: *0.5 – 2.5M*

Percent of Sales Exported: *95%*

Number of Employees: *8*

Type of Business: *Processor*

Production Period: *Year round*

LYNMAR SEAFOOD BROKERS LTD.

*3422 West 37th Avenue
Vancouver, BC
V6N 2V6*

Contact: *Peter Browne, Owner
Blake Tipton, Sales Manager*

Telephone: *604-261-7541*

Fax: *604-263-1004*

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

Annual Sales Range: *2.5 – 12M*

Percent of Sales Exported: *70%*

Number of Employees: *5*

Type of Business: *Processor, Marketer*

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

Brands: *Pacificwild, Lynmar*

Countries of Interest: *All*

MAC'S OYSTERS LTD.

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

Contact: *Gordon McLellan, President*

Jim McLellan, Director

Telephone: *604-335-2129*

Fax: *604-335-2065*

Products: *Clams, Oysters — Fresh, frozen, live*

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *80%*

Number of Employees: *30*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Mac's Oysters*

MID-OCEAN FISHERIES LTD

*150 – 12831 Clarke Place
Richmond, BC
V6V 2H9*

Contact: *Joe Chang, Managing Director*

Ray Chang, Managing Director

Telephone: *604-270-7370*

Fax: *604-276-8371*

Products: *Prawns — Smoked; Sea Urchin — Live*

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *100%*

Number of Employees: *10*

Type of Business: *Exporter*

Production Period: *April – February*

Brands: *Mid-Ocean*

MILONI TRADING & MARKETING LTD

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

Contact: *Branko F. Miloni, President*

Chuck Buholzer, General Manager

Telephone: *604-254-1510*

Fax: *604-254-1529*

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

Percent of Sales Exported: *35%*

Number of Employees: *4*

Type of Business: *Trader*

MITSUBISHI CANADA LTD.

*2800 – 200 Granville Street
Vancouver, BC
V6C 1G6*

Contact: *Gordon Nishi, Manager Foods Division*

Telephone: *604-654-8083*

Fax: *604-654-8222*

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

Annual Sales Range: *50M+*

Percent of Sales Exported: *90%*

Number of Employees: *62*

Type of Business: *Exporter*

MITSUI & CO. (CANADA) LTD.

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

Contact: *Yoji Matsubara, General Manager*

Deany Kavanagh, Trader

Telephone: *604-331-3100*

Fax: *604-331-3129*

Telex: *04-51200*

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

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

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *75%*

Type of Business: *Importer, Export*

Production Period: *Year round*

BRITISH COLUMBIA

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

MOON ENTERPRISES INC.

2 - 11720 *Voyageur Way*
Richmond, BC
V6X 3G9

Contact: *Thomas Lee, Manager*

Telephone: 604-270-0088

Fax: 604-270-8988

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

Annual Sales Range: 2.5 - 10M

Percent of Sales Exported: 80%

Number of Employees: 5

Type of Business: *Processor, Exporter, Trader*

MUREX AQUA FOODS INC.

207 - 20701 *Highway 10*
Langley, BC
V3A 5E8

Contact: *William Crook, President*

David Barret, Vice President

Telephone: 604-530-7217

Fax: 604-533-4053

Sales Offices/Agents: *Aquaculture Supply*

Chemin des Aulx 5

Ch-1228, Plan-les-Ouates

(Geneva) Switzerland

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

Annual Sales Range: 2.5 - 5M

Percent of Sales Exported: 72%

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

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Murex, Canada Gold*

NIKKA TRADERS INC.

9291 *Shaughnessy Street*
Vancouver, BC
V6P 6R5

Contact: *Wayne Lytton, President*

Shawn Lytton, Sales & Marketing Manager

Telephone: 604-324-6556

Fax: 604-324-6552

Sales Offices/Agents: *Tokyo, Japan*

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

Annual Sales Range: 2.5 - 3M

Percent of Sales Exported: 70%

Number of Employees: 9

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

Production Period: *Year round*

Brands: *Capilano Salmon, Cheena, Gourmet Canadiana*

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

NOR AM AQUACULTURE INC.

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

Contact: *Odd Grydeland, General Manager*

Kim Garety, Production Manager

Telephone: 604-286-3133

Fax: 604-286-1946

Sales Offices/Agents: *Scan Am Fish Farms*
Anacortes, Washington

Phone: 206-293-9448

Fax: 206-293-3889

Products: *Atlantic Salmon — Fresh, portioned*

Annual Sales Range: 10 - 50M

Percent of Sales Exported: 95%

Number of Employees: 90

Type of Business: *Processor, Aquaculture, Exporter*

Production Period: *Year round*

OCEAN DELIGHT SEAFOODS LTD.

450 *Alexander Street*
Vancouver, BC
V6A 1C5

Contact: *Shig Hirai, President*

Y. Matsumoto, Manager

Telephone: 604-254-8251

Fax: 604-254-1699

Products: *Fish Cake — Fresh, frozen*

Annual Sales Range: 0.5 - 2.5M

Number of Employees: 7

Type of Business: *Processor*

OCEAN FISHERIES LIMITED

2305 *Commissioner Street*
Vancouver, BC
V5L 1A4

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

David Johnstone, V.P. Marketing,

Canned Products

Telephone: 604-254-5751

Fax: 604-254-3131

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

Annual Sales Range: 50M+

Percent of Sales Exported: 50%

Number of Employees: 250

Type of Business: *Processor, Exporter*

Production Period: *January - mid-December*

Brands: *Ocean's*

Countries of Interest: *Worldwide*

OCEANFOOD SALES LTD. & OCEANFOOD INDUSTRIES LTD.

1909 *East Hastings Street*
Vancouver, BC
V5L 1T5

Contact: *John A. Graham, President*

David R. Slade, Sales & Marketing Manager

Telephone: 604-255-1414

Fax: 604-255-1787

Sales Offices: *In Canada: Edmonton, AB;*

Calgary, AB; Toronto, ON

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

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

Annual Sales Range: 10 - 50M

Percent of Sales Exported: 5%

Number of Employees: 15 - 50

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Nanuk*

OSPREY INTERNATIONAL SEAFOODS INC.

143 *Riverside Drive*
North Vancouver, BC
V7H 1T6

Contact: *Norm Dove*

Nan Dove

Telephone: 604-929-3451

Fax: 604-929-8900

BRITISH COLUMBIA

Products: *Prawns — Frozen*
Annual Sales Range: *1 — 2M*
Percent of Sales Exported: *100%*
Number of Employees: *3*
Type of Business: *Exporter, Wholesaler/Distributor*

PACIFIC CANADIAN FISHERIES

*P.O. Box 39
Bella Bella, BC
V0T 1B0*
Contact: *William S. Gilbert, V.P. Productions
Cheryl Hanslien, Office Manager*
Telephone: *604-957-2414*
Fax: *604-957-2655*

Products: *Salmon — Fresh, frozen, roe, dressed, troll-caught; Herring — Frozen, roe; Halibut — Fresh, frozen, dressed, troll-caught*
Annual Sales Range: *2.5 — 10M*
Type of Business: *Processor*
Production Period: *8 months*

PACIFIC COAST PROCESSORS

*3600 Viking Way
Richmond, BC
V6V 1N6*
Contact: *Barry L. Tyrer, President
Bruce McCartney, Sales Manager
Guy Dean, Asian Manager*
Telephone: *604-276-0802*
Fax: *604-273-0192*

Products: *Groundfish (all cods) — Fresh, frozen; Flatfish (soles) — Fresh, frozen; Black Cod — Frozen; Hake, Pollock — Fresh, frozen, surimi*
Annual Sales Range: *8.5 — 10M*
Percent of Sales Exported: *75%*
Number of Employees: *135*
Type of Business: *Processor*
Production Period: *Year round*
Countries of Interest: *Japan, Korea, Taiwan, Hong Kong, United States*

PACIFIC NATORAL GROUP LTD.

*Suite 760 — 999 Canada Place
Vancouver, BC
V6C 3E1*
Contact: *Ian Bouchard, Sales Manager
Joe Collins, Sales*
Telephone: *604-687-4291*
Fax: *604-687-8094*
Products: *Chinook (King) Salmon, Atlantic*

Salmon — Fresh, portioned, dressed, value added, fillets, steaks, sashimi, salted smoked roe, portion control, kirimi, and fresh vacuum packed
Annual Sales Range: *20 — 60M*
Percent of Sales Exported: *90%*
Number of Employees: *170*

Type of Business: *Aquaculture, Processing, Direct Sales*

Production Period: *All year*
Brands: *Pacific National, Docks*
Countries of Interest: *Japan, United States, Taiwan, Korea, United Kingdom, Italy, Hong Kong, France*

PACIFIC RIM SHELLFISH CORP.

*(D.B.A. THE LOBSTER MAN)
1807 Mast Tower Road
Vancouver, BC
V6H 3X7*

Contact: *Brian Yip, Partner
Bruce MacDonald, Partner*
Telephone: *604-687-4228*
Fax: *604-687-5099*

Products: *Geoduck Clams, Dungeness Crab, Manila Clams, Oysters, Lobster — Live*
Annual Sales Range: *5 — 10M*
Percent of Sales Exported: *35%*
Number of Employees: *30*
Type of Business: *Wholesaler/Distributor, Exporter*

Production Period: *Year round*
Brands: *Lobster Man — Select*
Countries of Interest: *China, Japan*

PACIFIC SALMON INDUSTRIES INC.

*8305 — 128th Street
Surrey, BC
V3W 4G1*
Contact: *Virginia Sato, President
Bruce Sato, Vice President*
Telephone: *604-591-3361*
Fax: *604-591-2333*

Products: *Salmon — Fresh, frozen, smoked, portioned, dressed, speciality pack, gift pack, troll-caught; Halibut, Black Cod — Fresh; Herring — Roe*
Annual Sales Range: *10 — 50M*
Percent of Sales Exported: *70%*
Number of Employees: *160 (peak season), 60 (off season)*

Type of Business: *Processor, Wholesaler/Distributor, Exporter*
Production Period: *Year round*

PACIFIC SEAFOODS INTERNATIONAL LTD.

*10210 Bowerbank Road
Sidney, BC
V8L 3X4*
Contact: *Mick Farup, President
Todd Harman, Director — Marketing & Sales*
Telephone: *604-656-0901*
Fax: *604-656-7615*

Products: *Salmon — Frozen, smoked, portioned, speciality pack, gift pack*
Annual Sales Range: *0.5 — 2.5M*
Percent of Sales Exported: *25%*
Number of Employees: *20 — 25*
Type of Business: *Processor*
Production Period: *Year round*
Brands: *Treasure Island, St. Laurent*

PACIFICWILD SEAFOOD LTD

*3422 West 37th Avenue
Vancouver, BC
V6N 2V6*
Contact: *Peter Browne, General Manager
Blake Tipton, Sales Manager*
Telephone: *604-261-2480*
Fax: *604-263-1004*

Products: *Salmon (wild) — Fresh, frozen, roe, troll-caught; Halibut — Fresh, frozen; Albacore Tuna — Frozen, troll-caught; Spot Prawns — Fresh, frozen*
Annual Sales Range: *2.5 — 10M*
Percent of Sales Exported: *90%*
Number of Employees: *Varies*
Type of Business: *Processor, Exporter*
Production Period: *Year round*
Brands: *Pacificwild*
Countries of Interest: *Japan, United States, European Union*

PARADISE BAY SEAFARMS

*P.O. Box 162
Heriot Bay, BC
V0P 1H0*
Contact: *Ron Gowan, General Manager
Mark Asman, Production Manager
Richard Finch, Production Manager*
Telephone: *604-285-2664*

BRITISH COLUMBIA

Fax: 604-285-2668

Sales Agent: *In USA: Aquastar, Seattle, WA*
In Canada: (Chinook) Pacific National Group
Products: *Salmon (Chinook and Atlantic) — Fresh, roe*

Annual Sales Range: 20 – 25M

Percent of Sales Exported: 95%

Number of Employees: 57

Type of Business: *Aquaculture*

Production Period: *Year round*

PBA PERISHABLES BY AIR, INC.

2150 – 5200 Miller Road
Richmond, BC
V7B 1Y4

Contact: *Ed Gold, President*
Bruno Mansueto, Export Agent

Telephone: 604-273-7279

Fax: 604-273-7264

Products: *International air and ocean export; Freight forwarding for perishable commodities*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 90%

Number of Employees: 4

Type of Business: *Freight Forwarder*

Production Period: *Year round*

Countries of Interest: *Worldwide*

PEXIM ENTERPRISES INC.

1055 – 555 Burrard Street
Vancouver, BC
V7X 1M8

Contact: *Francis H. Chang, President*
Jim Nicholas, Trader

Telephone: 604-689-1691

Fax: 604-689-1695

Telex: 04-51559

Answerback: *PEXIM VCR*

Products: *Salmon — Frozen, smoked*

Annual Sales Range: 10 – 50M

Type of Business: *Exporter*

PRIME PACIFIC SEAFARMS LTD.

P.O. Box 98
6661 Sooke Road
Sooke, BC
V0S 1N0

Contact: *Harry Hammer, Manager*
Stuart Jensen, Processing Manager

Telephone: 604-642-7411

Fax: 604-642-7410

Products: *Chinook Salmon — Dressed*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 77%

Number of Employees: 24

Type of Business: *Aquaculture*

Production Period: *October – June*

REDONDA SEA FARMS LTD.

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

Contact: *Norm Gibbons*

Telephone: 604-935-6516

Fax: 604-935-6721

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

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 85%

Number of Employees: 62

Type of Business: *Aquaculture*

Production Period: *Year round*

Brands: *Royal Miyagi, BC Steamer, BC Banquet Oyster*

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

SALTSPRING AQUAFARM

107A Meyer Road
Saltspring Island, BC
V8K 1X4

Contact: *Chris Hatfield, President*

Telephone: 604-653-9315

Fax: 604-653-9315

Sales Offices/Agents: *Aquaseed Corporation*

1515 Dexter Avenue

Seattle, Washington

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

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 100%

Number of Employees: 7

Type of Business: *Aquaculture, Exporter*

Brands: *Trigen, Saltspring*

SAURIAN SEAFOODS INC.

1625 Lincoln Avenue
Port Coquitlam, BC
V3B 2J5

Contact: *Jack Morris, President*

Telephone: 604-942-0415

Fax: 604-464-6936

Internet: *jjack@eworld.com*

Products: *Salmon — Frozen, smoked, salted/dried, roe, dressed, troll-caught; Herring Roe — Salted, speciality pack; Halibut — Frozen, dressed*

Annual Sales Range: 4.5 – 7.2M

Percent of Sales Exported: 100%

Number of Employees: 1

Type of Business: *Exporter, Trader*

Production Period: *February – October*

SCANMAR SEAFOOD LTD.

c/o Frank Slovinsky
P.O. Box 49170
2000 Bentall
3-595 Burrard
Vancouver, BC
V7X 1R7

Contact: *Fraser Rieche, Sales Manager*

Telephone: 604-683-3554

Fax: 604-685-6349

Products: *Salmon (farmed) — Fresh, dressed*

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 100%

Number of Employees: 200

Type of Business: *Aquaculture, Exporter*

Production Period: *Year round*

SEA CHANGE SEAFOODS LTD

152 McPhillips Avenue
Saltspring Island, BC
V8K 2V8

Contact: *Anne Millard, Business Manager*
John Millard, Marketing Manager

Telephone: 604-537-5641

Fax: 604-537-0778

Agents: *Denis Fontaine Distributions Inc.*

Telephone: 514-967-3889

Fax: 514-967-1410

Products: *Herring — Roe; Salmon — Salted/dried; Salmon Pâté — Canned; Salmon, Retort — Smoked, Gift Pack*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 2%

Number of Employees: 10

Type of Business: *Wholesaler/Distributor*

BRITISH COLUMBIA

SEA DRIFT FISH COMPANY LTD.

Site 6-1, C-11, R.R. #1
Nanaimo, BC
V9R 5K1

Contact: David Ernst, Owner

Telephone: 604-754-5452

Fax: 604-754-5410

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

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 70%

Number of Employees: 40

Type of Business: Processor

Production Period: Year round

SEA PANDA ENTERPRISES LTD

755 Terminal Avenue
Vancouver, BC
V6A 2M2

Contact: John K. Chow, General Manager
Jay Chow, Sales Manager

Telephone: 604-683-0182

Fax: 604-685-8082

Products: Wild and Farm Salmon — Fresh,
frozen, smoked, portioned, roe, specialty pack;
Halibut, Ling Cod — Fresh, portioned; Sea Bass
— Frozen, smoked, portioned, specialty pack;
Prawn — Fresh, frozen; Sea Cucumber —
Frozen, specialty pack

Annual Sales Range: Less Than 0.5M

Percent of Sales Exported: 80%

Number of Employees: 10

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Sea Panda Select

SEA PLUS MARKETING INC.

3900 Viking Way
Richmond, BC
V6V 1V7

Contact: Ray Leitch, President

Telephone: 604-273-6686

Fax: 604-273-7795

Products: Prawns, Spot — Fresh, frozen, live;
Shrimp, King and Sidestripe — Frozen; Oysters
— Frozen; Salmon, Sockeye, Chum — Fresh,
smoked; Salmon, Atlantic — Fresh

Annual Sales Range: 2.5 – 10M

Type of Business: Processor, Exporter

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

Brands: Sea Plus

SEA SPRAY AQUACULTURE LTD

Box 5150
Woss, BC
V0N 3P0

Contact: George Lepore, Owner, President

Telephone: 604-281-2280

Fax: 604-281-2286

Products: Oysters — Fresh, whole-in-shell

Annual Sales Range: Less than 0.5M

Number of Employees: 4

Type of Business: Processor, Aquaculture

Production Period: January – June,
October – December

Brands: Seaspray Aquaculture

SEA WORLD FISHERIES LTD.

1708 Pandora Street
Vancouver, BC
V5L 1L9

Contact: Benny Wong, President
Philip Wong, Managing Director

Telephone: 604-254-0525

Fax: 604-254-8899

Products: Geoduck Clams, Dungeness Crab,
Alaska King Crab — Live, frozen; Bottomfish —
Fresh, frozen; Sea Cucumber — Frozen,
salted/dried; Pacific Shell Oyster — Meat

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 90%

Number of Employees: 30

Type of Business: Processor, Exporter

SEAFOOD PRODUCTS COMPANY LTD.

2727 Commissioner Street
Vancouver, BC
V5K 1A2

Contact: George Wilson, Sales Manager

Telephone: 604-255-3141

Fax: 604-255-3196

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

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

Percent of Sales Exported: 90%

Number of Employees: 250

Type of Business: Processor, Exporter

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

Brands: Chilfish, Vanguard

SEALAND FOODS

2460 Viscount Way
Richmond, BC
V6V 1N1

Contact: Bob Kokryuo, Purchasing

Nigel Nakada, Sales

Telephone: 604-220-2024

Fax: 604-270-2504

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

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 80%

Number of Employees: 100

Type of Business: Processor,
Wholesaler/Distributor, Exporter

Production Period: Year round

Brands: Canadian Taste

SEAPRIME SEAFOOD LTD.

650 – 220 Cambie Street
Vancouver, BC
V6B 2M9

Contact: Scott Despot, General Manager

Telephone: 604-682-7351

Fax: 604-682-0326

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

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 90%

Number of Employees: 6

Type of Business: Processor, Exporter,
Aquaculture

Production Period: Year round

Brands: SeaPrime

SEVEN SEAS FISH CO. LTD.

4857 Chisholm Street
Delta, BC
V4K 2K6

Contact: Jim Heras, Owner

John Heras, Owner

Telephone: 604-946-1266

BRITISH COLUMBIA

Fax: 604-946-4986

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

Annual Sales Range: 2.5 – 10M

Number of Employees: 50 – 150 (seasonal)

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

Production Period: Year round

Brands: *Royal Crown*

SHAHER-HAGGART LTD.

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

Contact: *William J. Brent*, Vice President
Henry Montesano, Sales Manager

Telephone: 604-669-5512

Fax: 604-669-9554

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

Annual Sales Range: 50M+

Percent of Sales Exported: 80%

Number of Employees: 28

Type of Business: Exporter, Trader, Wholesaler/Distributor

Brands: *Four Star, Admiral, Success*

SHEARER SEAFOOD PRODUCTS

9300 Alaska Way
Delta, BC
V4C 4R6

Contact: *Robert Shearer*
Arne Christofferson

Telephone: 604-588-2456

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

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 10%

Number of Employees: 2 – 5

Type of Business: Processor, Wholesaler/Retailer

Production Period: 8 months

SHERINGHAM FISHERIES LTD.

165 East Woodstock Avenue
Vancouver, BC
V5W 1M8

Contact: *Alex Andrews*, Manager

Telephone: 604-325-6429

Fax: 604-325-9429

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

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 90%

Number of Employees: 2 (permanent)

Type of Business: Processor, Wholesaler/Distributor, Exporter

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

STAMAR FISHING COMPANY

905 Centennial Road
Vancouver, BC
V6A 1A3

Contact: *Mark Antonsen*, General Manager

Telephone: 604-255-2616

Fax: 604-255-2646

Products: *Salmon* — Fresh, frozen, dressed, troll-caught; *Pollock* — Fresh, frozen, dressed; *Cod* — Fresh, frozen, headed & gutted; *Herring* — Frozen

Annual Sales Range: 2.5 – 10M

Type of Business: Processor, Exporter, Trader

Production Period: January – November

Brands: *Pacific Select*

SUNDERLAND SALMON FARMS LTD.

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

Contact: *Odd Grydeland*, General Manager

Telephone: 604-286-3133

Fax: 604-286-8139

Products: *Salmon* — Fresh

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 16

Type of Business: Aquaculture

Production Period: Year round

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

SUNG FISH COMPANY LIMITED

1795 Pandora Street
Vancouver, BC
V5L 1L8

Contact: *Sung In Kim*, General Manager

Telephone: 604-255-4718

Fax: 604-255-4781

Products: *Geoduck Clams* — Fresh, frozen, gift pack, whole-in-shell; *Sea Urchin* — Fresh, frozen, live, roe, whole-in-shell; *Sea Cucumber* — Frozen, salted/dried; *Salmon* — Fresh, frozen, canned, salted/dried, roe, dressed, gift pack; *Bottomfish* — Fresh, frozen, live, salted/dried, roe, dressed, speciality pack

Annual Sales Range: 15 – 20M

Percent of Sales Exported: 95%

Number of Employees: 60 – 70

Type of Business: Processor, Exporter

Production Period: Year round

Brands: *Sung Fish*

Countries of Interest: *Pacific Rim, Korea, Japan*

SUNNY MARKETING INC.

4403 Rupert Street
Vancouver, BC
V5R 2J1

Contact: *Terry Yoshikawa*, Sales Manager
Miki Hirai

Telephone: 604-433-3311

Fax: 604-435-5617

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

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 99%

Number of Employees: 5

Type of Business: Trader, Exporter

Countries of Interest: *Far East, Europe*

SUNWARD INT'L TRADINGS CO. LTD

10547 Arbutus Wynd
Surrey, BC
V4N 1W5

Contact: *Stephen Su*, President
Jason Su, Export Manager

Telephone: 604-583-5985

Fax: 604-583-5973

Products: *Salmon* — Fresh, frozen, canned, smoked, roe, gift pack; *Glass Sea Eels* — Live; *Geoduck* — Frozen, live; *Sea Cucumber* —

BRITISH COLUMBIA

Frozen, salted/dried; Oyster — Live, whole-in-shell; Crab — Live, whole-in-shell
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 6
Type of Business: *Exporter*
Production Period: *Year round*

TEN POINT ENTERPRISES LTD.

1680 East Kent Street
Vancouver, BC
V5P 2S7,

Contact: *Ken Takeda, President*

Telephone: 604-324-7455

Fax: 604-327-0227

Products: *Salmon (Coho, Pink, Sockeye, Spring) — Frozen; Herring — Salted roe; Bottomfish (Black Cod, Snapper, etc.) — Fresh*

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 100%

Number of Employees: 3

Type of Business: *Wholesaler/Distributor, Exporter*

Production Period: *March – November*

TERRITORY SEAFOODS

203 – 12411 Vulcan Way
Richmond, BC
V6V 1J7

Contact: *Michael Crawford, President*

Telephone: 604-244-7072

Fax: 604-244-7098

Products: *Sea Urchin Roe — Fresh, frozen; Sea Urchin — Live, fresh; Sea Cucumber Meat — Frozen; Cod Milts (Tara Shiroko) — Fresh*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 100%

Number of Employees: 25 – 40

Type of Business: *Processor, Exporter*

Production Period: *January — June, September – December*

Countries of Interest:

THREE "W" SAFARI ENTERPRISES INC.

P.O. Box 40152
11 – 905 Gordon Street
Victoria, BC
V8W 3N3

Contact: *John Leiva, President*

Telephone: 604-479-2480

Fax: 604-479-5860

Products: *All species, dependant on availability — Fresh, smoked, frozen, canned, dressed, gift pack, live, salted/dried, breaded/prepared*

Annual Sales Range: *Less than 10M*

Percent of Sales Exported: 80%

Number of Employees: 6

Type of Business: *Trader, Wholesaler/Distributor*

Countries of Interest: *Spain, Norway, Latin America*

TRANS-PACIFIC FISH LTD.

130 – 3600 Viking Way
Richmond, BC
V6V 1N6

Contact: *Jock Bray, President*
Dan Kimoto, Vice President
Steve Coble, General Manager

Telephone: 604-270-8157

Fax: 604-273-5374

Products: *Pacific Salmon (wild) — Fresh, frozen, canned, smoked, salted/dried, roe, dressed, troll-caught; Snapper, Sole, Other Groundfish — Fresh, frozen, salted/dried, roe, dressed; Cod, Ling Cod — Fresh, frozen, salted/dried, roe, headed & gutted; Fillets — Fresh, frozen; Black Cod — Frozen, headed & gutted; Halibut — Fresh, frozen, dressed; Pacific Whiting (Hake) — Headed & gutted, fillets*

Annual Sales Range: 12 – 20M

Percent of Sales Exported: 85%

Number of Employees: 30 – 100

Type of Business: *Processor, Trader, Exporter*

Production Period: *Seasonal according to species*

Brands: *Trans-Pacific, Pacific Rim*

Countries of Interest: *All*

TRI-STAR SEAFOOD SUPPLY LTD.

11751 Voyageur Way
Richmond, BC
V6X 3J4

Contact: *Claude Tchao, President*
Francis Tchao, V.P. Sales & Procurement

Telephone: 604-273-3324

Fax: 604-273-2785

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

Annual Sales Range: 10 – 50M

Percent of Sales Exported: *over 50%*

Number of Employees: *over 60*

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

Production Period: *Year round*

Brands: *Tri-Star*

Countries of Interest: *Far East, United States, Europe*

TRI-TANIK ENTERPRISES LTD.

19127 Sundale Close
Surrey, BC
V3S 7M6

Contact: *E. Thome, President*

Telephone: 604-574-1032

Fax: 604-533-9482

Products: *All species depending on availability*

Annual Sales Range: *Less than 0.5M*

Percent of Sales Exported: 3%

Number of Employees: 1 – 5

Type of Business: *Wholesaler/Distributor, Exporter*

UCLUELET SEAFOOD PROCESSORS LTD.

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

Contact: *Paul Bourke, President*

Telephone: 604-726-7768

Fax: 604-726-4226

Products: *Surimi, Salmon — Frozen; Herring — Salted roe; Halibut — Fresh; Shrimp — Fresh, whole-in-shell, cooked & peeled*

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 90%

Number of Employees: 150

Type of Business: *Processor, Exporter*

Production Period: *March – November*

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

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

9275 Shaughnessy Street
Vancouver, BC
V6P 6R4

Contact: *Francoise Tsang, Director*
Gui Si Zhen, Director

Telephone: 604-322-8869

Fax: 604-322-8868

BRITISH COLUMBIA

Products: *Sea Cucumber Skin — Salted/dried; Sea Cucumber Meat — Frozen*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 2%
Number of Employees: 7
Type of Business: *Processor, Exporter, Trader, Wholesaler/Distributor*

UNIPRO DISTRIBUTORS CO. LTD

888 Malkin Avenue
Vancouver, BC
V6A 2K6

Contact: *Jason Du, General Manager*
Raymond Gu, Trader
Telephone: 604-251-5406
Fax: 604-251-2261

Products: *Salmon — Fresh, frozen, smoked, portioned, roe, gift pack; Rockfish, Sole, Cod — Fresh, frozen, portioned*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 80%
Number of Employees: 8
Type of Business: *Exporter, Trader, Wholesaler/Distributor*
Production Period: *Year round*

UNIVERSAL MARINE CORP.

113 – Park Royal 100
West Vancouver, BC
V7T 1A2

Contact: *Ted Czerwinski, Commercial Manager*
Jozef Malkowski, Manager
Telephone: 604-922-1166
Fax: 604-926-0639
Telex: 04-352772

Answerback: *GLOBAL MAR VCR*
Products: *Whitefish — Frozen, processed meal; Salmon — Frozen, roe*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 6
Type of Business: *Exporter, Trader*

VANSHIP SEAFOOD LTD.

4805 Strathcona Road
North Vancouver, BC
V7G 1G9

Contact: *Asbjorn (Bert) Bartholsen, President*
Telephone: 604-929-7712
Fax: 604-929-6757
Products: *Salmon — Fresh, frozen, canned,*

smoked, salted/dried, portioned, roe, dressed, speciality pack, troll-caught; Pollock, Hake, Groundfish — Frozen, salted/dried, roe, dressed; Shellfish — Fresh, frozen, whole-in-shell
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 80%
Number of Employees: 3 – 4
Type of Business: *Processor, Exporter, Trader*
Production Period: *February – November*
Brands: *ABCOS Foods Ltd.*

VECTOR INVESTMENTS LIMITED

3777 Keith Street
Burnaby, BC
V5J 3B9

Contact: *John Hurmuses, Owner*
Gail Hurmuses
Telephone: 604-433-8534
Fax: 604-433-5453

Products: *Salmon Roe — Fresh, frozen*
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 80%
Number of Employees: 4 – 50
Type of Business: *Processor, Exporter, Wholesaler*
Production Period: *Year round*

WALCAN SEAFOOD LTD.

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

Contact: *Norman W. Brown, V.P. Marketing*
Telephone: 604-285-3361
Fax: 604-285-3363

Products: *Salmon — Fresh, frozen, canned, smoked, salted/dried, portioned, roe, dressed, speciality pack, gift pack, troll-caught; Herring — Frozen, roe, speciality pack*
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 80%
Number of Employees: 75
Type of Business: *Processor, Exporter*
Production Period: *Year round*
Brands: *Walcan*

WASHI ENTERPRISE LTD.

145 West 6th Avenue
Vancouver, BC
V5Y 1K3

Contact: *Andrea Wargo, Administrative Assistant*

Telephone: 604-875-0503
Fax: 604-875-1584

Products: *Salmon — Frozen, canned, smoked, gift pack*
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 90%
Number of Employees: 15
Type of Business: *Exporter, Wholesaler/Distributor*
Brands: *Eagle*

WESTSHORE TRADING (1988) LTD.

604 – 601 West Broadway
Vancouver, BC
V5Z 4C2

Contact: *Hiroyuki Nishigori, President*
Telephone: 604-873-8484
Fax: 604-873-5912

Products: *Salmon (Roe, Caviar), Herring Roe on kelp — Frozen, salted, speciality pack; Herring roe — Frozen, salted*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 90%+
Number of Employees: 6
Type of Business: *Exporter, Trader*
Brands: *Westshore*

WESTVIEW FISHERIES LTD.

6794 Wharf Street
Powell River, BC
V8A 1T8

Contact: *Eddie Shimako*
Telephone: 604-485-5991
Fax: 604-485-7417

Products: *Prawns — Frozen, whole-in-shell, cooked, speciality pack; Salmon — Smoked*
Annual Sales Range: *Less than 0.5M*
Percent of Sales Exported: 95%
Number of Employees: 3
Type of Business: *Processor, Exporter, Trader*
Production Period: *April – December*

WILSON TRADING CANADA LTD

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

Contact: *Wilson Choy, Managing Director*
Telephone: 604-244-9608
Fax: 604-274-8193

BRITISH COLUMBIA

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

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 20%

Number of Employees: 10

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

Production Period: *Year round*

Brands: *Globe*

WOOD BAY SEAFOOD LTD

R.R. #1, Field Site C-78

Sechelt, BC

VON 3A0

Contact: *Roger Engeset, President*

Scott Macey, Manager

Telephone: 604-885-4062

Fax: 604-885-0975

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

Annual Sales Range: 4 – 8M

Percent of Sales Exported: 100%

Number of Employees: 30

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Wood Bay Seafood*

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

ZBT INTERNATIONAL CARGO COMPANY

(Div. of Multi-Mate Industries Ltd.)

827 West Pender Street

Vancouver, BC

V6C 3G8

Contact: *Martin N. Kruger, Executive Director*

Telephone: 604-683-0100

Fax: 604-683-3667

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

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 75%

Number of Employees: 4

Type of Business: *Exporter, Trader*

Production Period: *Year round*

Brands: *"Private" label only*

MANITOBA

AQUARIAN INDUSTRIES INTERNATIONAL LTD.

391 Campbell Street
Winnipeg, MB
R3N 1B6

Contact: Norm Burns, President

Telephone: 204-489-1214

Fax: 204-489-7372

Products: All available species in any form or treatment

Percent of Sales Exported: 100%

Number of Employees: 4

Type of Business: Trader, Industry Consultants

Countries of Interest: Worldwide

B.D.C. COMMODITY EXPORT LTD.

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

Contact: Donald Couch, President

Telephone: 204-334-3921

Fax: 204-334-6182

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

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 100%

Number of Employees: 3

Type of Business: Exporter

Production Period: Seasonal

Countries of Interest: United Kingdom, France

BODNER FISH DISTRIBUTORS (1983) LTD.

1240 Sherwin Road
Winnipeg, MB
R3H 0V3

Contact: R.J. Bodner, President

Telephone: 204-694-0192

Fax: 204-694-5605

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

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 97%

Number of Employees: 2

Type of Business: Trader, Wholesaler

Production Period: Year round

FRESHWATER FISH MARKETING CORPORATION

1199 Plessis Road
Winnipeg, MB
R2C 3L4

Contact: Baldur Johnson, Export Sales Manager

Telephone: 204-983-6616

Fax: 204-983-6497

Gerald Malone, V.P. Marketing

Telephone: 204-983-6483

Fax: 204-983-6497

Dennis Kork, Fresh Fish Sales

Telephone: 204-983-6482

Fax: 204-983-6497

Sales Offices/Agents and Brokers:

UNITED STATES

Minnesota, West Iowa

Jim McKinney, Juhl Brokerage Inc.

Golden Valley, Minnesota

Phone: 612-588-0891 Fax: 612-588-3414

Telex: 62216300

Wisconsin

Don Batzler, Great Lakes Marketing Inc.

Waukesha, Wisconsin

Phone: 414-542-7500 Fax: 414-542-0967

North and South Dakota, Montana

Jerry Jernberg, Juhl Brokerage Inc.

Fargo, North Dakota

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

Nebraska

John Chvatal, Juhl Brokerage Inc.

Omaha, Nebraska

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

Upper New York State

(Buffalo/Rochester/Syracuse Area)

Mark Kotok, X. Sea Int International Corp.

Williamsville, New York

Phone: 716-632-3633 Fax: 716-632-3632

Los Angeles and Southern California

Dave Brauch, R.M. Sloan Co.

San Pedro, Calif.

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

Telex: 183630

Illinois

Dan Konzaluo, Performance Foods Inc.

Oak Brook, Illinois

Phone: 708-990-7383 Fax: 708-990-7243

East Iowa

Dan Kavanaugh, Benolken Brokerage Co.

Des Moines, Iowa

Phone: 515-270-9611 Fax: 515-270-8380

Michigan (Detroit area)

Mike Wilner, McMahon & MacDonald Food Brokers

Farmington, Michigan

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

Grand Rapids

Jeff Gordon, McMahon & MacDonald

Food Brokers

Grand Rapids, Michigan

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

Arizona

Bob Ganz, G & G Food Sales Company

Phoenix, Arizona

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

Ohio

Doug Clark, D.B. Clark Sales Inc.

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

CANADA

Ontario

Jim Grandy, Clouston Foods Canada Ltd.

Woodbridge, ON

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

Telex: 06527437

Quebec

Alain Gerard, Clouston Foods Canada Ltd.

Lachine, QC

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

Telex: 05821736

WORLDWIDE

France

Michel Cleron, Legrand & Malo

Le Havre, France

Phone: 35420367 Fax: 35216779

Telex: 190223

Sweden

Bo E. Sjöström, Bo E. Sjöström Trading AB

Stockholm, Sweden

Phone: 46-8-93 15 16 Fax: 46-8-93 15 16

Finland

Raimo Ridoskoski, Lejos Oy

Helsinki, Finland

Phone: 358-0-693911 Fax: 358-0-6940025

Telex: 57124444

German, Austria, Holland

Dirk Wogart, Rud. Kanzow (GMBH & Co.) KG.

Hamburg, Germany

Phone: (040) 75-19-80-0 Fax: (040) 75 15 63

Telex: 412162981

Switzerland

Edmond Montan, Corema Frozen Seafoods S.A.

Geneva, Switzerland

Phone: +4122/430027 Fax: +4122/428302

Telex: 427067

Basel, Switzerland

Phone: +4161/3315577 Fax: +4161/3317161

Japan

Yasuo Arai, Arai Trading Co. Ltd.

Tokyo, Japan

MANITOBA

Phone: 03-3332-7701 Fax: 03-3335-1633
Telex: 722323183

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

Annual Sales Range: 40 – 50M

Percent of Sales Exported: 85%

Number of Employees: 300

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Freshwater, Superchill, Embassy*

MARINER NEPTUNE FISH AND SEAFOOD COMPANY LTD.

472 Dufferin Avenue
Winnipeg, MB
R2W 2Y6

Contact: *Evan Page, Owner/Sales Manager*

Telephone: 204-589-5341

Fax: 204-582-8135

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

Annual Sales Range: 12 – 20M

Percent of Sales Exported: 10%

Number of Employees: 27

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

Production Period: *Year round*

Brands: *Neptune's Own*

SIGCORP INC.

91 Lloyd Avenue
Winnipeg, MB
R2H 1Y7

Contact: *Kim Sigurdson, CEO*

Telephone: 204-237-0109

Fax: 204-663-7817

Products: *Freshwater fish — Fresh, frozen,
smoked, salted/dried, breaded/prepared, portioned,
roe, dressed, gillnet caught*

Annual Sales Range: *Less than 0.5M*

Percent of Sales Exported: 100%

Number of Employees: 2 – 8

Type of Business: *Processor, Exporter, Trader*

Production Period: *Year round*

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

P.O. Box 248, Lameque
Ste-Cecile, NB
EOB 1V0

Contact: *Albanie Jones, Manager*

Telephone: 506-344-7531

Fax: 506-344-5841

Products: *Lobster — Live; Lobster Meat —
Frozen; Herring — Roe*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 140

Type of Business: *Processor, Exporter*

Production Period: *May – October*

Brands: *Jones*

ACADIA SEAFOODS LTD.

R.R. #1

Robichaud, NB

EOA 2S0

Contact: *Eric Ouellette, President*

Telephone: 506-532-9591

Fax: 506-532-2912

Products: *Herring — Fresh, frozen, smoked,
portioned, roe; Alewives — Salted/dried; Dogfish
— Frozen*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 100%

Number of Employees: 1 – 50

Type of Business: *Processor, Exporter*

Production Period: *January – June,
August – December*

ADRICE CORMIER LTD

P.O. Box 330

Cap Pele, NB

EOA 1J0

Contact: *Adrice Cormier, President*

Telephone: 506-577-2511

Fax: 506-577-6747

Products: *Herring — Smoked; Hake —
Salted/dried; Alewives — Pickled; Mackerel —
Pickled; Herring Fillet — Smoked*

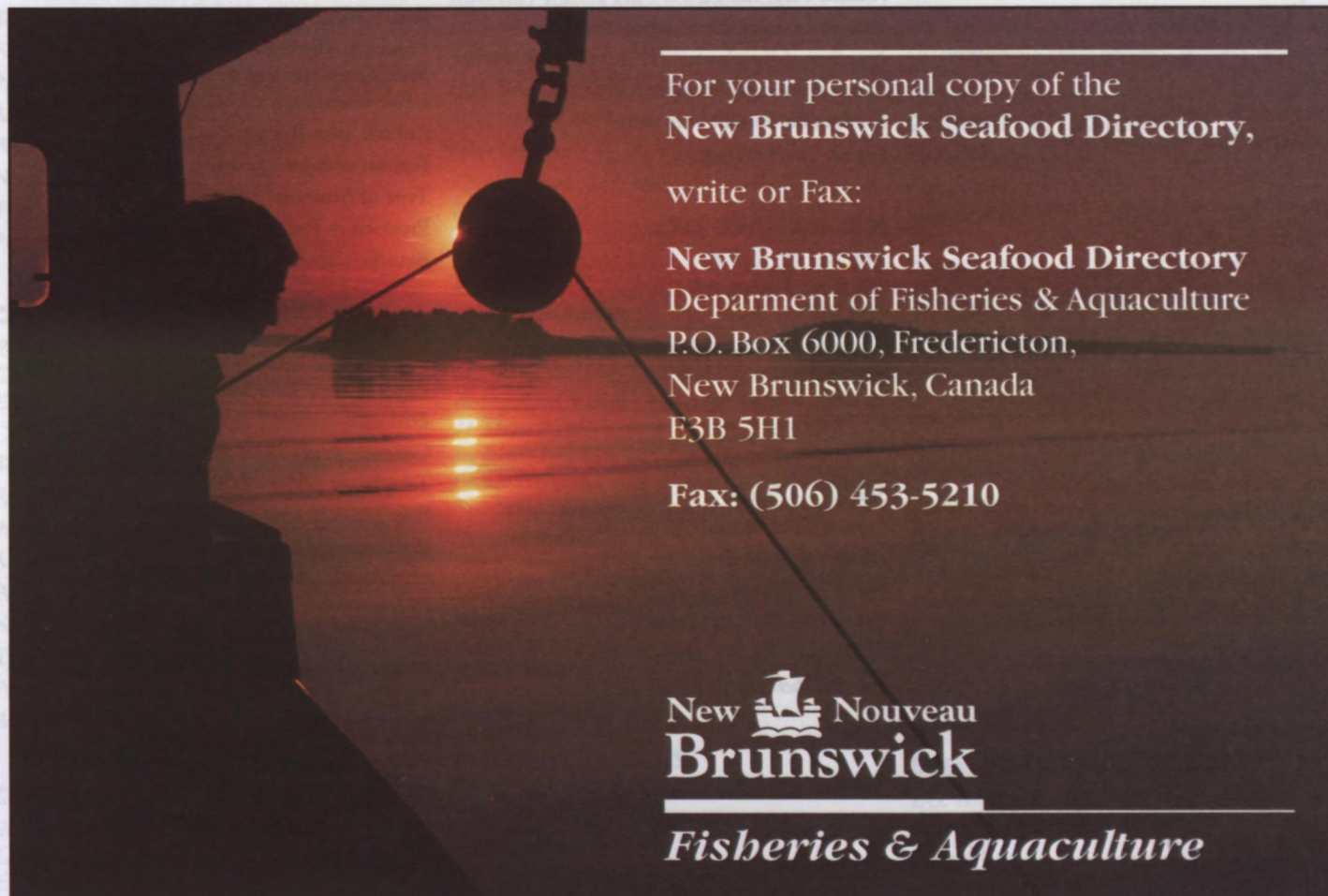
Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 80%

Number of Employees: 10

Type of Business: *Processor*


Production Period: *Year round*



For your personal copy of the
New Brunswick Seafood Directory,
write or Fax:

New Brunswick Seafood Directory
Department of Fisheries & Aquaculture
P.O. Box 6000, Fredericton,
New Brunswick, Canada
E3B 5H1

Fax: (506) 453-5210

New  Nouveau
Brunswick

Fisheries & Aquaculture

NEW BRUNSWICK

ALVIN & RUFIN BOUDREAU LTEE

R.R. #1
Cap Pele, NB
EOA 1J0
Contact: Alvin Boudreau, President
M. Guy Boudreau, Director
Telephone: 506-577-2761
Fax: 506-577-6161

Products: Herring — Smoked, fillets, split;
Alewives — Salted/dried
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 90%
Number of Employees: 25 – 30
Type of Business: Processor
Brands: Choice Bloaters

AMCO FISHERIES LTD.

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

AQUA FISH FARMS LTD.

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

ATLANTIC MARICULTURE LTD.

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

ATLANTIC SILVER INC.

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

B.A. RICHARD LTD.

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

BELLEISLE FOODS

Belleisle Creek
Kings County, NB
EOG 1E0
Contact: Peter Pope, President
Steve Smith, National Sales Manager
Telephone: 506-485-2564
Fax: 506-485-2566
Products: Salmon Pie — Frozen
Annual Sales Range: 2.5 – 10M
Type of Business: Processor
Production Period: Year round
Brands: Belleisle Farms

BLUE COVE PACKING

(Div. of Blue Cove Group Inc.)
R.R. #1, P.O. Box 40
Blue Cove, NB
EOB 1R0
Contact: Brice Hornbrook, President
Robert Cormier, Secretary/Treasurer
Telephone: 506-732-2839
Fax: 506-732-2048
Products: Herring — Salt cured, marinated,
fresh, frozen, roe; Lobster — Fresh, frozen,
whole-in-shell, specialty pack
Annual Sales Range: 8 – 15M
Percent of Sales Exported: 90
Type of Business: Processor
Production Period: April – November
Brands: Captain Albert, Blue Cove

BOTSFORD FISHERIES LTD.

P.O. Box 480
Cap Pelé, NB
EOA 1J0
Contact: Janice Ryan, Export Sales Manager
Telephone: 506-577-4327
Fax: 506-577-2846
Products: Herring (mild cured or hard cured)
— Smoked, salted/dried; Alewives (Gaspereaux) -
Salted/dried
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 97%
Number of Employees: 4 – 65
Type of Business: Processor
Production Period: Herring (year round),
Alewives (June – December)
Brands: Canadian Star Brand, Deli — Maré

NEW BRUNSWICK

BOUCTOUCHE FISH MARKET LTD.

P.O. Box 393

Bouctouche, NB

EOA 1G0

Contact: Bill Berry, Vice — President

Telephone: 506-743-8935

Fax: 506-743-8408

Products: Lobster — Frozen; Rock Crab; Smelt;
Rock Crab meat — frozen

Annual Sales Range: 10 — 50M

Percent of Sales Exported: 95%

Number of Employees: 175

Type of Business: Processor

Production Period: May — December

Brands: Seafare

CANADIAN SILVER HERRING LTD

P.O. Box 480

Cap Pele, NB

EOA 1J0

Contact: Janice Ryan, Export Sales Manager

Clement LeBlanc

Telephone: 506-577-6048

Fax: 506-577-2846

Products: Bloaters, Herring Fillets — Smoked

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 100%

Number of Employees: 2 — 35

Type of Business: Processor

Production Period: April — December

CAPE BALD PACKERS LTD.

P.O. Box 210

Cap Pele, NB

EOA 1J0

Contact: Joseph P. Landry

Telephone: 506-577-4316

Fax: 506-577-6421

Products: Lobster, Crab — Frozen

Annual Sales Range: 10 — 50M

Percent of Sales Exported: 90 — 95%

Number of Employees: 300

Type of Business: Processor

Production Period: April — October

Brands: Down East

CARAQUET ICE CO. LTD

20 Rue du Quai

Caraquet, NB

E1W 1B6

Contact: Richard Albert, President

Telephone: 506-727-7211

Fax: 506-727-6769

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

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 25%

Number of Employees: 150

Type of Business: Processor

Production Period: May — November

Brands: Ocean Flo

CONNORS BROS., LIMITED

Main Street

Blacks Harbour, NB

E0G 1H0

Contacts: Heinz Schaefer, International Sales
Manager — Canning Division

Vince Taddeo, V.P. Canning Division

Kimberley Watson, Export Sales Manager —

Fresh & Frozen Division

Telephone: 506-456-3391

Fax: 506-456-3546 or 456-3801

Telex: 014-47349 or 014-47446

Sales Offices:

Connors Bros., Limited

199 Chesley Drive

P.O. Box 3950, Station B

St. John, NB, E2M 5E6

Phone: 506-648-1500

Fax: 506-648-1505

Connors Bros. — Nfld Office

P.O. Box 29071

Torbay Road Station

21 Mews Place

St. John's, NF, A1A 5B5

Phone: 709-576-6212

Fax: 709-576-6213

Connors Brunswick Inc.

778 Main Street

South Portland, Maine 04106

Phone: 207-775-5777

Fax: 207-775-6745

Telex 372-4008

Connors Bros., Limited

1B Conestoga Drive

Brampton, ON, L6Z 4N5

Phone: 905-840-5244

Fax: 905-840-7793

Connors Bros., Inc.

355 Bodwell Street

Avon, Mass, 02322

Phone: 508-941-6900

Fax: 508-941-6995

Connors Seafoods Limited

The Harbour, Boddam

Peterhead, Scotland, AB4 7AU

Phone: 011-44-779-78991

Fax: 011-44-779-71014

Telex: 51-739645

Connors Bros. Ltd. — Latin America Office

9900 Stirling Road

Suite 215

Cooper City, Florida 33024, USA

Phone: 305-450-8001

Fax: 305-450-8006

Products: Sardines — Canned; Herring —

Frozen, canned, roe; Seafood products — Frozen;

Atlantic Salmon — Fresh, canned, dressed; Crab

— Frozen, whole-in-shell; Capelin — Frozen

Annual Sales Range: 50M+

Percent of Sales Exported: 72 — 85%

Number of Employees: 250 — 1,700

Type of Business: Processor, Aquaculture,

Exporter, Trader

Production Period: Year round

Brands: Brunswick, Fairhaven, Banquet,

Heritage, Port Clyde, Coastal, Firelight

CORMIER & LANDRY SEAFOOD LTD.

P.O. Box 8

Grande Anse, NB

E0B 1R0

Contact: Eric L. Landry, Manager

Telephone: 506-732-5502

Fax: 506-732-3034

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

live, canned, portioned, roe, speciality pack,

whole-in-shell; Herring — Frozen, salted/dried,

roe, dressed, marinated; Crab (sections, meat) -

Fresh, frozen, canned, whole-in-shell

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 100%

Number of Employees: 125

Type of Business: Processor, Exporter,

Wholesaler/Distributor

Production Period: 10 months

Brands: Capt. Erik

DEER ISLAND SALMON LTD.

P.O. Box 99, Lords Cove

Deer Island, NB

E0G 2J0

Contact: Deirdre Richardson, Sales Officer

NEW BRUNSWICK

Telephone: 506-747-2303
Fax: 506-747-2428
Products: Atlantic Salmon (farmed) — Fresh
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 50%
Number of Employees: 25
Type of Business: Aquaculture
Production Period: Year round
Brands: Deer Island Salmon

DUGUAY FISH PACKERS LTD.

R.R. #2, Box 9, Site 18
Cap Pele. NB
EOA 1J0
Contact: *Alfreda Duguay, Secretary*
Telephone: 506-577-2287
Fax: 506-577-1995
Products: Herring (bloaters, split, fillets) — Smoked; Alewives
Annual Sales Range: Less than 0.5M
Number of Employees: 15
Type of Business: Processor
Production Period: May – December

EASTERN SEA PRODUCTS LTD.

P.O. Box 1461
Shediac, NB
EOA 3G0
Contact: *Maurice Allain, Owner/Manager*
Telephone: 506-532-6111
Fax: 506-532-9111
Products: Mackerel — Fresh, frozen, smoked, salted/dried, roe; Herring — Fresh, frozen, smoked, salted/dried; Salmon — Smoked, salted/dried; Eels — Fresh, frozen, live, smoked; Shad — Fresh, frozen, smoked
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 90%
Number of Employees: 12
Type of Business: Processor
Production Period: Year round
Brands: Sea Pro, Cape Royal

EDMOND GAGNON LTD.

Box 2603
Robichaud, NB
EOA 2S0
Contact: *Paul McKee*
Telephone: 506-532-2445(o)/506-532-4572(h)
Fax: 506-532-1366

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

EMILE C. LEBLANC & FILS LTEE

R.R. #1, Site 32, Box 8
Cap Pele, NB
EOA 1J0
Contact: *Yvon E. LeBlanc, President*
Telephone: 506-577-4323
Fax: 506-577-6260
Products: Herring — Smoked, mild cured; Alewives — Salted/dried
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 95%
Number of Employees: 50
Type of Business: Processor, Exporter
Production Period: Year round

ENTREPRISES LaBRANCHE LTEE

P.O. Box 10, Site 11
Baie Ste-Anne, NB
EOC 1A0
Contact: *Rejean McIntyre, President*
Telephone: 506-228-4663
Fax: (506) 228-1182
Products: Mussels — Fresh; Oysters — Fresh; Quahogs (Littleneck Clam) — Fresh
Annual Sales Range: 0.5M
Percent of Sales Exported: 45%
Number of Employees: 10 – 20
Type of Business: Processor, Aquaculture, Exporter
Production Period: May – December
Brands: Seafood Suppliers (Fox Island)

FAMILY FISHERIES LIMITED

P.O. Box 168
Wilson's Beach
Campobello Island, NB
EOG 3L0
Contact: *Winston Rice*
Telephone: 506-752-2109
Fax: 506-752-2548
Products: Scallops — Fresh, frozen, whole-in-shell; Groundfish — Fresh, salted, dressed; Salmon — Fresh, smoked, dressed; Sea Urchins — Fresh, roe; Lobster — live, whole
Annual Sales Range: 2.5 – 10M
Type of Business: Processor, Aquaculture, Exporter, Wholesaler/Distributor
Production Period: Year round
Brands: Family Fisheries

FERME OSTREICOLE DUGAS LTEE

675 St-Pierre West Blvd
Caraquet, NB
E1W 1A2
Contacts: *Gaétan Dugas, Director General*
Telephone: 506-727-3226
Fax: 506-727-4950
Products: Oysters — Fresh; Oyster Seed for aquaculture
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 10%
Number of Employees: 6 – 8
Type of Business: Processing, Oyster cultivation
Production Period: May – December
Brands: La Caraquette
Countries of Interest: Switzerland, Holland

FUNDY LOBSTERS LIMITED

P.O. Box 307
Fredericton, NB
E3B 4Y9
Contact: *William M. Jones, Chairman*
Telephone: 506-662-3144
Fax: 506-662-3583
Products: Lobster — Live
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 85%
Number of Employees: 10
Type of Business: Processor, Exporter

NEW BRUNSWICK

GAUDET & OUELLETTE LTD.

P.O. Box 335
Cap Pele, NB
EOA 1J0

Contact: *Normand Ouellette, President*

Telephone: 506-577-4016

Fax: 506-577-4006

Products: *Herring — Smoked; Alewives — Pickled; Boneless fillets — smoked*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 100%

Number of Employees: 5 – 20

Type of Business: *Processor*

Production Period: *Year round*

HARBOUR DELOUTRE PRODUCTS LTD.

P.O. Box 89
Wilsons Beach
Campobello, NB
EOG 3L0

Contact: *John Malloch, President*
Dorinda Anthony, Office

Telephone: 506-752-2255/2027

Fax: 506-752-2192

Products: *Atlantic Salmon — Fresh*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 100%

Type of Business: *Processor, Aquaculture*

Production Period: *Year round*

Brands: *Aguanor, Cape Anne*

HELSHIRON FISHERIES LTD.

P.O. Box 200, Seal Cove
Grand Manan, NB
EOG 3B0

Contacts: *Ronald Benson, President*

Morton Benson, V.P./Manager

Telephone: 506-662-3502/3111

Fax: 506-662-3786

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

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 90%

Number of Employees: 35 – 38 (peak season)

Type of Business: *Processor, Exporter*

Production Period: *Year round according to species*

Brands: *Helshiron Fisheries Ltd.*

JACOB TRADING LTD.

R.R. #1, Site 3, Box 13
Cap Pele, NB
EOA 1J0

Contact: *Philip (Joe) Jacob Jr., President*

Telephone: 506-577-6513

Fax: 506-577-6285

Products: *Herring (bloaters) — Fresh, smoked, salted, split; Herring Fillets — Smoked; Hake — Frozen, salted; Pollock — Dry; Alewives; Mackerel — Split, salted*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 100%

Type of Business: *Exporter*

JOHN L. INGERSOLL & SONS LTD.

Woodward's Cove
Grand Manan, NB
EOG 3N0

Contact: *John L. Ingersoll, Owner/Operator*
Betty G. Ingersoll, Secretary/Treasurer

Telephone: 506-662-8637/3577

Fax: 506-662-3575

Products: *Herring (fillets, whole) — Smoked; Cod, Pollock, Hake — Salted/dried; Scallops — Fresh; Atlantic Salmon — Fresh, smoked*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 99%

Number of Employees: 3 – 25

Type of Business: *Processor, Exporter*

Production Period: *June – April*

Brands: *John L. Ingersoll & Sons*

KENT FISH PRODUCTS LTD.

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

Contact: *Raymond Belliveau, President*
Denis Joly, Manager

Telephone: 506-743-5627

Fax: 506-743-8203

Sales Offices/Agents: *171 Labrosse Ave.,
Pointe-Claire, QC, H9R 1A3*

Telephone: 514-694-4401

Fax: 514-694-5491

Products: *Cod, Pollock, Hake, Cusk — Salted/dried; Herring — Smoked*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 99%

Number of Employees: *Varies*

Type of Business: *Processor, Exporter*

L'ASSOCIATION COOPERATIVE DES PECHEURS DE L'ILE LTEE

90 rue Principal
Lameque, NB
EOB 1V0

Contact: *Marcel Duguay, Production Manager*

Telephone: 506-344-2204

Fax: 506-344-0413

Sales Offices/Agents:

Clouston Foods:

In Canada — Montreal, Toronto

In USA — Seattle, Danvers

In England — Reading

Agradex International, Montreal

Products: *Groundfish (Turbot, Ocean Perch) — Fresh, frozen, dressed; Pandalus Shrimp (cooked & peeled) — Fresh, frozen; Opilio Crab — Fresh, frozen, live, whole-in-shell; Herring — Fresh, frozen, roe, dressed; Cod — Fresh, frozen, headed & gutted*

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 75%

Number of Employees: 800

Type of Business: *Processor*

Production Period: *April – December*

Brands: *Port Royal, Luxury*

LA FERME OSTREICOLE CHIASSON LTEE

P.O. Box 386
Lameque, NB
EOB 1V0

Contact: *Yvon M. Chiasson, President*

Telephone: 506-344-7133

Fax: 506-344-4448

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

Annual Sales Range: *Less than 0.5M*

Percent of Sales Exported: *Export ready*

Number of Employees: 4 – 15

Type of Business: *Processor, Aquaculture*

Production Period: *January – December*

Brands: *Chiasson Aquaculture*

LES PECHERIES ALFO LTÉE

P.O. Box 30
Petit Rocher, NB
EOB 2E0

Contact: *Peter Samson, President*
Mike Samson, General Manager

Telephone: 506-783-4251

NEW BRUNSWICK

Fax: 506-783-2212

Products: Crab — Frozen; Lobster — Frozen, live, canned; Herring, Mackerel — Fresh, frozen

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 90%

Number of Employees: 250

Type of Business: Processor

Production Period: April — October

Brands: Aristo, White Sail, Alfo

LES PECHERIES ROMA FISHERIES

(Div. of Blue Cove Group Inc.)

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

Blue Cove, NB

EOB 1R0

Contact: Brice Hornbrook, President

Robert Cormier, Secretary/Treasurer

Telephone: 506-732-2839

Fax: 506-732-2048

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

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 90

Type of Business: Processor

Production Period: April — November

LESLIE LEGER & SONS LTD.

P.O. Box 659

Cap Pele, NB

EOA 1J0,

Contacts: Leslie Leger, President

Ron LeBlanc, Marketing Manager

Paul Roper, Comptroller

Telephone: 506-577-4730

Fax: 506-577-4960

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

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 90%

Type of Business: Processor

Production Period: Year round

Brands: Captain (For mild cured herring only)

M.G. FISHERIES LTD.

Grand Harbour

Grand Manan, NB

EOG 3B0

Contact: Norman Green, Vice President

Telephone: 506-662-3471

Fax: 506-662-3779

Products: Pollock, Cod, Hake — Salted/dried; Scallops — Fresh; Lobster — Live; Flounder, Shark, Monkfish — Dressed; Sea Urchins — Live

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 50%

Number of Employees: 12

Type of Business: Processor

Production Period: Year round

MAISONNETTE SEAFOODS

(Div. of Blue Cove Group Inc.)

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

Blue Cove, NB

EOB 1R0

Contact: Brice Hornbrook, President

Robert Cormier, Secretary/Treasurer

Alan Morrison, Assistant Manager

Telephone: 506-732-2839

Fax: 506-732-2048

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

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 90

Type of Business: Processor

Production Period: April — November

McGRAW SEAFOOD (1995) INC.

P.O. Box 3178

Tracadie-Sheila, NB

EIX 1G5

Contact: Paul Boudreau, General Manager

Telephone: 506-395-3374

Fax: 506-395-2821

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

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 80%

Number of Employees: 80

Type of Business: Processor, Exporter

Production Period: Year round

Brands: McGraw

Countries of Interest: European Union, Japan, United States

MIKE N. BOUDREAU SEAFOOD LTD.

34 Chemin de la Brèche

Robichaud, NB

EOA 2S0

Contact: Mike Boudreau, President
Linda Boudreau, Office Manager

Telephone: 506-577-6271

Fax: 506-577-6784

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

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 75%

Number of Employees: 8

Type of Business: Exporter,
Wholesaler/Distributor

MILLS SEAFOOD LTD.

P.O. Box 630

5 Mills Street

Boucouché, NB

EOA 1G0

Contact: Gerald Mills, President

Telephone: 506-743-2444

Fax: 506-743-8497

Products: Clams — Fresh, frozen, whole-in-shell; Scallops — Fresh, frozen; Quahogs (Littleneck Clam), Oysters — Whole-in-shell

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 80%

Number of Employees: 125

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: Year round

Brands: Mills

OVEN HEAD SALMON SMOKERS

P.O. Box 455

St. George, NB

EOG 2Y0

Contact: Debra Thorne, Vice President

Telephone: 506-755-2507

Fax: 506-755-8883

Sales Offices/Agents: Bethel, NB

Phone: 506-755-2507

Products: Atlantic Salmon — Fresh, smoked; Salmon — Fresh, smoked, pâté

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 5%

Number of Employees: 3

Type of Business: Processor

Production Period: Year round

Brands: Oven Head Smoked Salmon, Smoked Salmon Pâté

NEW BRUNSWICK

PATUREL SEAFOOD LTD.

P.O. Box 460
Shediac, NB
E0A 3G0

Contact: Bernard LeBlanc, Sales &
Distribution Manager
James Bateman, President
Telephone: 506-532-4431
Fax: 506-532-5450

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

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

Annual Sales Range: 50M+

Percent of Sales Exported: 80 – 85%

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

Type of Business: Processor, Exporter

Production Period: Live lobster (year round),
Others (May – November)

Brands: Paturel

PECHERIES CAP-LUMIERE FISHERIES LTEE/LTD.

P.O. Box 69
Richibouctou Village, NB
E0A 2N0

Contact: Jean-Guy Maillet, General Manager
Telephone: 506-523-4445
Fax: 506-523-6826

Sales Offices/Agents:

Gabriel Elbaz

Sogelco International

Montreal, QC

PHONE: 514-849-2414

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

Annual Sales Range: 14 – 18M

Percent of Sales Exported: 95%

Number of Employees: 10 – 250 (peak season)

Type of Business: Processor

Production Period: August – November

Brands: Sogel

POISSON RAYMOND LTÉE

P.O. Box 404
Boucouché, NB
E0I 1G0

Contact: Raymond Belliveau
Telephone: 506-743-5627
Fax: 506-743-8203

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

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 75%

Number of Employees: 50

Type of Business: Processor, Exporter

Production Period: April – November

Brands: Festival, Wakefield, UMF

PRODUITS BELLE BAIE LTÉE

10 Rue du Quai
Caraquet, NB
E1W 1B6

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

Telephone: 506-727-4414

Fax: 506-727-7166

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

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 75%

Number of Employees: 300+

Type of Business: Processor, Exporter

Production Period: February – November

Brands: Belle Baie, Perle du Golfe, Carapec

Countries of Interest: European Union,
Latin America

RAYMOND O'NEILL & SON LTD.

R.R. #2
Baie Ste Anne, NB
E0C 1A0

Contact: Raymond O'Neill, President

Telephone: 506-228-4794

Fax: 506-228-4488

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

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 175

Type of Business: Processor, Exporter

Production Period: May – October

Brands: O'Neill, Wendys

ROGER BREAU FISH EXPORTER INC.

7 Beech Street
Moncton, NB
E1A 4G3

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

Telephone: 506-857-1729

Fax: 506-859-7387

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

Annual Sales Range: 0.5 – 2.5M

Type of Business: Exporter

SHEDIAC LOBSTER SHOP LTD.

P.O. Box 667
Shediac, NB
E0A 3G0

Contact: Hector Maillet, President
Gilles Maillet, Plant Manager/Director

Telephone: 506-532-4302

Fax: 506-532-6137

Products: Lobster — Fresh, frozen, canned,
portioned, speciality pack, whole-in-shell;
Crab — frozen

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 85%

Number of Employees: 125

Type of Business: Processor

Production Period: May – October

Brands: Shediac Bay Brand

TRICO MARKETING SERVICES INC.

43 Pine Glen Road
Riverview, NB
E1B 1V3

Contact: Eugene Landry, Senior V.P.
Jess Frontain, President

Telephone: 506-387-8175

Fax: 506-387-8176

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

Annual Sales Range: 10 – 50M

NEW BRUNSWICK

Percent of Sales Exported: 95%
Number of Employees: 4
Type of Business: *Seafood Marketer*
Production Period: *Year round*
Brands: *U.M.F. Bluenose, Star of the Sea, Howard's Cove, E.P.M.*

TRUE NORTH SALMON COMPANY

P.O. Box 353
St. George, NB
EOG 2Y0
Contact: *Brenda Hatt, Marketing Manager*
Glenn Cooke, Vice-President
Telephone: 506-755-1161
Fax: 506-755-1166
Products: *Salmon, Fillets — Fresh; Salmon, Steaks — Fresh; Whole Atlantic Salmon — Fresh, Smoked, Portioned*
Annual Sales Range: 2.5 – 10M
Type of Business: *Processor, Exporter, Aquaculture*
Production Period: *Year round*
Brands: *True North*

WEST ISLES SEAFOODS LTD

P.O. Box 39, Lambertville
Deer Island, NB
EOG 2I0
Contact: *Stacy Frye, Sales Manager*
Donovan Frye, President
Telephone: 506-747 2248
Fax: 506-747-2451
Products: *Atlantic Salmon — Fresh, dressed; Lobster — Live*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 90%
Number of Employees: 20
Type of Business: *Exporter, Aquaculture*
Production Period: *August – April*

WESTMORLAND FISHERIES LTD.

P.O. Box 120
Cap Pele, NB
EOA 1J0
Contact: *Yvon Gaudet, President*
Telephone: 506-577-4325
Fax: 506-577-6318
Products: *Lobster — Frozen, canned; Frozen — Lobster Meat, specialties; Snow Crab — Frozen; Bar Clams — frozen*
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 90 – 95%
Number of Employees: 400 (*peak season*), 6 – 10 (*off season*)
Type of Business: *Processor, Exporter*
Production Period: *May – October*
Brands: *Rocky Point, New London*

WHOLE FAMILY FISHERY

White Head, Grand Manan
Charlotte County, NB
EOG 3K0
Contact: *Colby Cossaboom, Owner*
Telephone: 506-662-3437
Products: *Lobster — Fresh, live; Scallops — Fresh; Pollock, Cod — Fresh, salted; Rock Crab*
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 50%
Number of Employees: 1 – 5
Type of Business: *Processor, Exporter, Wholesaler*
Production Period: *Groundfish (June – October), Lobster (November – January), (April – June), Scallops (January – April)*

WILLIAM JACKSON SEAFOODS INC.

Wilson's Beach
Campobello, NB
EOG 3L0
Contact: *William Jackson, President*
Telephone: 506-752-2061
Fax: 506-752-2366
Products: *Salmon, Scallops — Fresh; Cod — Salted/dried; Lobster — Live*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 95%
Number of Employees: 15 (*peak*), 4 (*off season*)
Type of Business: *Processor, Aquaculture, Exporter, Wholesaler/Distributor*
Production Period: *Year round*
Countries of Interest: *United States*

NEWFOUNDLAND and LABRADOR**ALLEN'S FISHERIES LTD.**

General Delivery, Benoit's Cove
Bay of Islands, NF
AOL 1A0

Contact: Craig Allen, President
Richard Allen, Vice President

Telephone: 709-789-3139

Fax: 709-789-3355

Products: Capelin, Groundfish, Mackerel —
Frozen; Herring — Frozen, Salted/dried; Lobster
— Live

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 75%

Number of Employees: 40

Type of Business: Processor, Exporter

Production Period: April – January

Brands: Allen's Fisheries Ltd., F.W. Bryce Ltd.

AQUA FISHERIES LTD.

P.O. Box 87

Ferryland, NF

AQA 2H0

Contact: Donald Graham, Manager

Telephone: 709-363-2260

Fax: 709-363-2262

Products: Cod — Fresh, frozen, salted; Capelin,
Flounder (Sole) — Fresh, frozen; Mackerel —
For bait; Salmon — Frozen, dressed

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 100%

Number of Employees: 150

Type of Business: Processor, Trader

Production Period: May – November

Brands: Sunsea

**ATLANTIC SEAFOOD
SAUCE CO. LTD**

P.O. Box 72

St. Mary's, NF

AOB 3B0

Contact: Capt. Samh Ngo

Telephone: 709-525-2538

Fax: 709-525-2538

Sales Office/Agent: Sun Flower Vegetable
Oil Inc.

1235 Atlantic St. N.

Kansas City, 64116, USA

Telephone: 816-221-8882

Shuey Shing Pty Ltd.

P.O. Box 65 Abbotsford, Vic, 3067, Australia

Telephone: 03-429-2388

Products: Seafood Sauce, Fish Sauce, Pre-Mixed
Fish Sauce, Fish Paste, Pre-Mixed Fish Paste

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 75%

Number of Employees: 4

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Atlantic, Two Golden Fish (Song Ngai)

Countries of Interest: United States, Australia

BAY BULLS SEA PRODUCTS LTD.

Bay Bulls, NF

AQA 1C0

Contact: Bud O'Brien, Manager

Telephone: 709-334-2781

Fax: 709-334-3435

Products: Cod — Fresh, frozen, salted/dried;
Turbot — Fresh, frozen; Capelin — Frozen;
Tuna — Fresh

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 100%

Number of Employees: 300 (peak),
50 (off season)

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Brunswick

BAY ROBERTS SEAFOODS LIMITED

P.O. Box 698

Bay Roberts, NF

AQA 1G0

Contact: David Russell, President

William Russell, Vice President

Telephone: 709-786-6712

Fax: 709-786-6786

Products: Cod — headed & gutted

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 90%

Number of Employees: 200 (Peak)

Type of Business: Processor

Production Period: May – November

**BEOTHIC FISH
PROCESSORS LIMITED**

Valleyfield, NF

AOG 1B0

Contact: Kevin Way, Managing Director

Telephone: 709-536-2425

Fax: 709-536-3465

Products: Groundfish, Turbot, Flounder —

Frozen, dressed; Cod — Frozen, headed & gut-
ted; Crab — Frozen, whole-in-shell; Capelin —
Frozen; Lumpfish — Roe

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 100%

Number of Employees: 900

Type of Business: Processor

Production Period: May – October

Brands: Atlantic Ocean, Sea-Licious, Luxury

BREAKWATER FISHERIES LIMITED

14 O'Brien's Hill

St. John's, NF

AIB 4G4

Contact: Randy Barnes, President

Telephone: 709-754-1999

Fax: 709-754-9712

Products: Capelin — Frozen; Snow Crab —
Fresh, Whole in Shell; Herring — Salted, Dried;
Mackerel — Live

Annual Sales Range: 10 – 50M

Percent of Sales Exported:

Number of Employees:

Type of Business: Processor, Exporter, Trader

Production Period: April – December

Brands: Breakwater

CALVERT FISH INDUSTRIES LTD.

General Delivery

Calvert, NF

AQA 1N0

Contact: Andy Sullivan

Telephone: 709-432-2290/2291

Fax: 709-432-2920

Products: Blackback; Capelin — Fresh, frozen;
Cod — Fresh, frozen, salted; Lumpfish Roe;
Squid

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 100%

Number of Employees: 100

Type of Business: Processor, Exporter

Production Period: April – November

CANSTOCK LTD

P.O. Box 61

Eastport, NF

AOG 1Z0

Contact: Olav Brochmann, President

Telephone: 709-677-2273

Fax: 709-677-2058

Products: Cod, Herring, Squid, Mackerel,

NEWFOUNDLAND and LABRADOR

Scallops; Capelin — Frozen, salted/dried
 Annual Sales Range: 0.5 – 2.5M
 Percent of Sales Exported: *Varies*
 Number of Employees: *Varies*
 Type of Business: *Exporter, Trader*
 Production Period: *April – November*
 Countries of Interest: *United States, Germany, United Kingdom, France, Japan, Hong Kong, Taiwan*

COLD OCEAN INC.

235 Water Street
 Corner Brook, NF
 A2H 3E4
 Contacts: *David Middleton, Director of Marketing*
Paul Wight, Marketing Co-ordinator
 Telephone: 709-785-7387
 Fax: 709-785-5365
 Products: *Herring, Capelin, Mackerel, Redfish, Eels, Greenland Halibut — Various product forms and treatments*
 Annual Sales Range: 50M+
 Percent of Sales Exported: 95%
 Number of Employees: 250
 Type of Business: *Processor*
 Production Period: *Varies according to species*
 Brands: *Ocean Leader*
 Countries of Interest: *All*

CONCEPTION BAY OCEAN PRODUCTS LTD

P.O. Box 7357
 St. John's, NF
 A1E 3Y5
 Contact: *Haniff Madakia, President*
 Telephone: 709-753-6684
 Fax: 709-753-9621
 Products: *Groundfish — Fresh, frozen; Lumpfish — Roe; Pelagics — Frozen, salted/dried*
 Annual Sales Range: 0.5 – 2.5M
 Percent of Sales Exported: 90%
 Number of Employees: 30
 Type of Business: *Processor*
 Production Period: *May – November*

CONPAK SEAFOODS INC.

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

Contact: *Percy McDonald, Executive V.P.*
Steve Noseworthy, V.P. Operations
 Telephone: 709-726-3020
 Fax: 709-726-8595

Sales Offices/Agents: *In Newfoundland: Hermitage, Gaultois, Rose Blanche, Clarenville, Southport, Cow Head, Twillingate, Englee, Anchor Point, Bide Arm, Leading Tickle*
 Products: *Cod, Shrimp, Perch, Flounder — Frozen; Lobster — Fresh, live*
 Annual Sales Range: 50M+
 Percent of Sales Exported: 90%
 Number of Employees: 600
 Type of Business: *Processor, Exporter*
 Production Period: *Year round*
 Brands: *CSI, FPI*

DORSET FISHERIES LIMITED

179 Water Street
 Baird's Cove
 St. John's, NF
 A1C 1B1
 Contact: *Derrick Philpott, Manager/Owner*
Catherine Nicol, Office Manager
 Telephone: 709-739-7147
 Fax: 709-739-0586
 Products: *Herring — Frozen, salted/dried, dressed; Herring (Skin on) — Frozen, smoked; Herring (Skinless) — Frozen, salted/dried, portioned; Mackerel, Capelin (male & female), Cod — Frozen; Flounder — Frozen, dressed; Squid — Frozen, salted/dried*

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

E.J. GREEN AND COMPANY LTD.

P.O. Box 99
 Winterton, NF
 A0B 3M0
 Contact: *Derek Green, President*
 Telephone: 709-583-2670
 Fax: 709-583-2804
 Products: *Cod — Fresh, frozen, salted, headed & gutted; All Groundfish — Frozen, dressed; Lumpfish — Roe; Capelin — Frozen, dried; Squid, Mackerel, Herring — Frozen*
 Annual Sales Range: 2.5 – 10M
 Percent of Sales Exported: 90%
 Number of Employees: 100

Type of Business: *Processor*
 Production Period: *May – November*

EARLE BROTHERS FISHERIES LTD.

P.O. Box 250
 Carbonear, NF
 A1Y 1B6
 Contacts: *Fred G. Earle, President*
Allen Pilgrim, Secretary-Treasurer
 Telephone: 709-596-5166
 Fax: 709-596-3801
 Products: *Cod — Frozen, salted/dried; Flounder, Capelin, Turbot, Salmon, Redfish — Frozen; Lumpfish roe — pickled; Squid — Frozen; Fish meal, Fish oil*
 Annual Sales Range: 2.5 – 10M
 Percent of Sales Exported: 95%
 Number of Employees: 250 – 300
 Type of Business: *Processor, Exporter*
 Production Period: *May – October*
 Brands: *Seas Earle*
 Countries of Interest: *Japan, United States, Spain, Portugal, Denmark, European Union*

EASTERN FISH MARKETS LIMITED

P.O. Box 60
 Frederickton, NF
 A0G 2C0
 Contact: *Wayne Wheaton, CEO*
 Telephone: 709-534-2690/2702
 Fax: 709-534-2116
 Products: *Eels — Frozen, live; Lobster — Frozen, live, portioned, speciality pack, whole-in-shell; Herring, Mackerel — Frozen*
 Annual Sales Range: 0.5 – 2.5M
 Type of Business: *Processor, Wholesaler/Distributor*
 Production Period: *May – October*

ERIC KING FISHERIES LTD.

P.O. Box 10
 Burnt Islands, NF
 A0M 1B0
 Contact: *Eric King, President*
 Telephone: 709-698-3421
 Fax: 709-698-3025
 Sales Offices/Agents: *National Sea Products, Lunenburg, NS*
 Products: *Cod, Redfish, Pollock, Haddock, Hake (all groundfish), Lobster — Fresh*
 Annual Sales Range: 2.5 – 10M

NEWFOUNDLAND and LABRADOR

Percent of Sales Exported: 90%
 Number of Employees: 400 (peak), 200 - 250
 (off season)
 Type of Business: Processor, Exporter,
 Distributor
 Production Period: January - April

**FISHERY PRODUCTS
INTERNATIONAL LIMITED**

P.O. Box 550, 70 O'Leary Avenue
 St. John's, NF
 AIC 5L1

Contacts: Randy Bishop, Director,
 Market Development
 Stephen Pike, Manager, Market Development
 Telephone: 709-570-0000

Fax: 709-570-0138

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

In Canada: Montreal, QC; Toronto, ON;
 Vancouver, BC

In USA: Danvers, MA; Seattle, WA

Products: Groundfish — Fresh, frozen, breaded/
 prepared, portioned, roe, speciality pack; Shrimp,
 Scallops — Fresh, frozen, breaded/prepared,
 whole-in-shell; Herring, Mackerel, Capelin —
 Frozen; Lumpfish, Cod — Roe

Annual Sales Range: 50M+

Percent of Sales Exported: 80%

Number of Employees: 6,000

Type of Business: Processor, Exporter

Production Period: Year round

Brands: FPI, Maripac

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

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

Contacts: Peter Kean, General Manager
 Ken Budden, Sales Manager
 Telephone: 709-627-3452

Fax: 709-627-3495

Products: Snow Crab — Frozen, whole-in-shell;
 Turbot — Frozen, dressed; Lumpfish — Roe;
 Capelin, Herring — Frozen

Annual Sales Range: 10 - 50M

Percent of Sales Exported: 90%

Number of Employees: 500

Type of Business: Processor, Exporter

Production Period: May - November

Brands: Ocean Select, Ocean Elite

G.J. SHORTALL LTD.

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

Contact: Steve Shortall, President

Telephone: 709-747-0655

Fax: 709-747-2223

Products: Squid — Dried

Annual Sales Range: 0.5 - 2.5M

Percent of Sales Exported: 100%

Number of Employees: 20

Type of Business: Processor, Exporter, Trader

Production Period: September - December

GORMAN FISHERIES LTD.

P.O. Box 10
 Harbour Main, NF
 AOA 2P0

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

Telephone: 709-229-6536

Fax: 709-229-6478

Products: Capelin, Squid, Mackerel, Herring —
 Fresh, frozen; Lumpfish — Roe; Tuna — Fresh

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 100%

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

Type of Business: Processor, Exporter

Production Period: May - November

H.B. DAWE LTD.

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

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

Telephone: 709-528-4347

Fax: 709-528-3463

Products: Groundfish — Frozen, salted, dressed;
 Pelagics — Frozen

Annual Sales Range: 2.5 - 10M

Percent of Sales Exported: 100%

Number of Employees: 400 (Peak)

Type of Business: Processor

Production Period: April - January

**HAPPY ADVENTURE SEA
PRODUCTS 1991 LTD.**

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

Contact: Geoffrey Moss, President
 Beulah Moss, Office Manager

Telephone: 709-677-2612

Fax: 709-677-2334

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

Annual Sales Range: 0.5 - 2.5M

Percent of Sales Exported: 90%

Number of Employees: 70

Type of Business: Processor

Production Period: March - December

**HARBOUR GRACE FISHING
COMPANY LTD.**

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

Contact: Thomas Caines, Vice President

Telephone: 709-596-7186

Fax: 709-596-7189

Products: Cod — Fresh, frozen, salted/dried

Percent of Sales Exported: 100%

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

Type of Business: Processor, Wholesaler

Production Period: Winter & Fall

**HICKEY & SONS FISHERIES
LIMITED**

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

Contacts: John Hickey, Owner
 Todd Hickey, Manager

Telephone: 709-521-2385

Fax: 709-521-2643

Products: Capelin — Frozen; Swordfish —
 Fresh, dressed

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 50%

Number of Employees: 10 - 35

Type of Business: Processor

Production Period: June - November

HIGDON'S SEAFOODS LTD.

P.O. Box 99
New Harbour, NF
A0B 2P0
Contact: Ronald Higdon, Owner
Telephone: 709-582-2690
Fax: 709-582-3407
Products: Cod, Squid, Mackerel, Herring,
Capelin — Frozen
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 10 (off season),
250 – 300 (peak season)
Type of Business: Processor, Exporter
Production Period: May – October

HIGH SEA FOODS LTD.

P.O. Box 1
Glovertown, NF
A0G 2L0
Contact: Emerson Oram, President
Telephone: 709-533-2626
Fax: 709-533-2627
Products: Herring — Fresh, frozen, smoked,
salted/dried, roe; Capelin — Frozen, salted/dried,
roe; Eels — Fresh, frozen, live, dressed; Smelts —
Fresh, frozen, dressed; Other Species — Fresh,
frozen
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 90%
Number of Employees: 26 – 56
Type of Business: Processor, Exporter
Production Period: June – November

**HOLYROOD FISH
PROCESSORS LTD.**

P.O. Box 159
Holyrood, NF
A0A 2P0
Contact: James Lewis, President
Telephone: 709-229-4908
Fax: 709-229-4922
Products: Capelin (female) — Fresh, frozen
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 100%
Number of Employees: 85
Type of Business: Processor
Production Period: June & July

**INTERNATIONAL ENTERPRISES
LIMITED**

P.O. Box 6
Herring Neck, NF
A0G 2R0
Contact: Alvin Miles, President
Telephone: 709-628-5202
Fax: 709-628-7828
Products: Mussels, Lobster — Live
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 25%
Number of Employees: 25
Type of Business: Processor, Aquaculture,
Wholesaler/Distributor
Production Period: Mussels (Year round),
Lobster (In season)

**ISHIWATA TRADING
COMPANY LTD.**

P.O. Box 2223, 666 Topsail Road
St. John's, NF
A1C 6E6
Contact: Noboru Ishiwata, President
Rose Arden, Manager
Telephone: 709-753-0385
Fax: 709-579-6300
Products: Tuna — Frozen, live; Capelin, Turbot
(Greenland Halibut) — Frozen; Surf Clam —
Frozen, speciality pack; Snow Crab — Frozen,
whole-in-shell; Northern Shrimp
Annual Sales Range: 20 – 40M
Percent of Sales Exported: 100%
Number of Employees: 4
Type of Business: Exporter
Production Period: Year round
Countries of Interest: Far East

J. PETITE & SONS LTD.

English Harbour West, NF
A0H 1M0
Contact: Debbie Petite, President/Manager
Telephone: 709-888-3251
Fax: 709-888-3441
Products: Lobster — Live
Annual Sales Range: 0.5 – 2.5M
Number of Employees: 20 – 30
Type of Business: Exporter,
Wholesaler/Distributor

J.W. HISCOCK SONS LTD.

P.O. Box 40
Brigus, NF
A0A 1K0
Contact: David Hiscock, Managing Director
Telephone: 709-528-4577
Fax: 709-528-4575
Products: Cod — Frozen, salted/dried;
Groundfish, Capelin — Frozen; Squid —
Frozen, salted/dried; Lobster — Fresh
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 95%
Number of Employees: 40 – 135
Type of Business: Processor
Production Period: May – December

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

P.O. Box 130
Lanse 'au Loup, NF
A0K 3L0
Contact: Gilbert Linstead, General Manager
Kenneth Fowler, Assistant General Manager
Telephone: 709-927-5816
Fax: 709-927-5555
Products: Capelin — Frozen; Cod; Salmon —
Fresh, frozen; Scallops, Turbot
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 95%
Number of Employees: 500 (Seasonal)
Type of Business: Processor, Exporter
Production Period: June – October
Brands: Atlantic Ocean, Labrador Fishermens'
Union Shrimp Co. Ltd.

MOORFISH LIMITED

P.O. Box 808, Water Street
Bay Roberts, NF
A0A 1G0
Contact: A.D. Moores, President
R.D. Moores, General Manager
Telephone: 709-786-9093
Fax: 709-786-9096
Telex: 016-3111
Answerback: MOORFISH
Sales Offices/Agents: F.W. Bryce Inc.,
Gloucester, MA, USA
Products: Cod (fillets & blocks), Turbot
(Greenland Halibut), Queen Crab — Frozen
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%

NEWFOUNDLAND and LABRADOR

Number of Employees: 200
 Type of Business: Processor
 Production Period: April – October
 Brands: Ocean Harvest, Atlantic Ocean

NORTH ATLANTIC PACKAGING LTD.

P.O. Box 8332
 St. John's, NF
 A1B 3N7
 Contact: Maurice Whiffen, President
 Telephone: 709-753-1689
 Fax: 709-753-0175
 Products: Lumpfish — Roe (salted), speciality pack; Mussels, Shrimp — Canned
 Annual Sales Range: 0.5 – 2.5M
 Percent of Sales Exported: 60%
 Number of Employees: 6
 Type of Business: Processor, Exporter
 Production Period: Year round
 Brands: Rembrandt

NORTHERN WIND, INC. (CANADA)

P.O. Box 213
 Flower's Cove, NF
 AOK 2N0
 Contact: Russell J. Charpentier, Director
 Imp/Exp Operations
 Michael T. Fernandes, President
 Telephone: (October-April) 508-997-0727
 (May-September) 709-456-2613
 Fax: (October-April) 508-990-8792
 (May-September) 709-456-2715
 SALES OFFICE/AGENTS: 14 South Street,
 New Bedford, MA 02744
 Products: Scallop — Fresh, frozen, roe
 Annual Sales Range: 0.5 – 2.5M
 Percent of Sales Exported: 95%
 Number of Employees: 10 – 30
 Type of Business: Processor, Exporter, Trader,
 Wholesaler/Distributor, Aquaculture
 Production Period: June – October
 Brands: Northern Wind

P. JANES & SONS LTD.

Hant's Harbour, NF
 AOB 1Y0
 Contact: Blair Janes, Purchasing Manager
 Jeff Gulliford, Sales Manager
 Telephone: 709-586-2252

Fax: 709-586-2870
 Products: Crab & Crab Meat Products —
 Frozen, canned, speciality pack; Mackerel,
 Herring — Frozen, canned, salted/dried, dressed;
 Squid — Frozen, salted/dried; Capelin —
 Frozen; Cod — Frozen, smoked, breaded/pre-
 pared
 Annual Sales Range: 10 – 50M
 Percent of Sales Exported: 70%
 Number of Employees: 500 – 1,000
 Type of Business: Processor
 Production Period: April – November
 Brands: Janes, Sea Snack

PORT ENTERPRISES LTD.

Southern Harbour
 Portugal Bay, NF
 AOB 3H0
 Contact: Alphonsus Best
 Telephone: 709-463-2235
 Fax: 709-463-8597
 Products: Cod, Capelin, Mackerel, Herring —
 Frozen; Lobster — Fresh, frozen
 Annual Sales Range: 2.5 – 10M
 Percent of Sales Exported: 100%
 Number of Employees: 150 – 300
 Type of Business: Processor, Exporter
 Production Period: Year round
 Brands: Sun Sea

QUINLAN BROTHERS LTD.

P.O. Box 40
 Bay-de-Verde, NF
 AOA 1E0
 Contact: Pat Quinlan, President
 Telephone: 709-726-5306
 Fax: 709-587-2819
 Products: Snow Crab, Pelagics — Frozen;
 Groundfish — Frozen, smoked
 Annual Sales Range: 10 – 50M
 Percent of Sales Exported: 80%
 Number of Employees: 600
 Type of Business: Processor, Exporter
 Production Period: April – November
 Brands: Q. Brand, Northland

SCB FISHERIES LTD.

P.O. Box 400
 St. Alban's, NF
 AOH 2E0
 Contact: David Lee, CEO, Director

David Willcott, Production Manager
 Telephone: 709-538-3639
 Fax: 709-538-3022
 Products: Atlantic Salmon — Fresh, frozen;
 Steelhead Trout — Fresh, frozen
 Annual Sales Range: 2.5 – 3.5M
 Percent of Sales Exported: 50 – 85%
 Number of Employees: 68 (peak),
 50 (off season)
 Type of Business: Aquaculture
 Production Period: Year round
 Brands: SCB
 Countries of Interest: Canada, United States,
 China, Japan, Taiwan

SEAFREEZ FOODS INC.

P.O. Box 66, Station C
 St. John's, NF
 A1C 5H5
 Contact: David Middleton,
 V.P.-International (785-7387)
 Karl Sullivan, Vice President
 Telephone: 709-576-7292
 Fax: 709-576-8843
 Products: Redfish (Ocean Perch), Turbot
 (Greenland Halibut), Flatfish — Fresh, frozen;
 Cod, Pollock — Fresh, frozen, salted/dried; Crab,
 Herring
 Annual Sales Range: 50M+
 Percent of Sales Exported: 95%
 Number of Employees: 1,300
 Type of Business: Processor
 Production Period: Year round

SEAXX INCORPORATED

P.O. Box 808
 Bay Roberts, NF
 AOA 1G0
 Contact: R. David Moores, President
 Erroll Moores, Vice President
 Telephone: 709-786-9093
 Fax: 709-786-9096
 Products: Capelin, Squid — Frozen; Lumpfish
 Roe — Frozen, salted/dried; Groundfish
 Annual Sales Range: 0.5 – 2.5M
 Percent of Sales Exported: 95%
 Number of Employees: 150
 Type of Business: Processor, Exporter
 Production Period: June – October

NEWFOUNDLAND and LABRADOR**STAN. W. ELLIOTT LTD.**

P.O. Box 59

Cook's Harbour, NF

AOK 1Z0

Contacts: Stan. W. Elliott, President

Rex. B. Elliott, Secretary

Claude E. Elliott, Director

Telephone: 709-249-5171

Fax: 709-249-5171

Products: Lumpfish — roe (salted)

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 100%

Number of Employees: 6

Type of Business: Processor, Exporter

Production Period: May — July

**TERRA NOVA FISHERY
COMPANY LTD.**

38 Bay Bulls Road

St. John's, NF

AIG 1A5

Contact: Cosmas Ho, President

Barbara Lawlor, Executive Vice President

Telephone: 709-364-7371

Fax: 709-364-8759

Telex: 016-3173

Answerback: HOHEI SNF

Products: Snow Crab, Imitation Crab, Capelin
(female), Groundfish — Frozen; Lumpfish Roe

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 95%

Number of Employees: 40 — 200 (Seasonal)

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Seafood — Ho!

TERRA VISTA LIMITED

P.O. Box 280

Glovertown, NF

AOG 2L0

Contact: Vaden Oram, Vice President

Eric Oram, President

Robert Wells, Office Manager

Telephone: 709-533-2666

Fax: 709-533-2668/533-2937

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

Annual Sales Range: 0.5 — 4.5M

Percent of Sales Exported: 95%

Number of Employees: 100

Type of Business: Processor, Exporter

Production Period: June — November

Brands: Ocean Queen

Countries of Interest: Asia, Europe

**THOMAS ST. GEORGE &
SONS LTD.**

P.O. Box 100, Heart's Desire

Trinity Bay, NF

AOB 2B0

Contact: L. James St. George, President

Telephone: 709-588-2830

Fax: 709-588-2843

Products: Cod — Frozen, salted, headed & gut-
ted, filleted; Flounder, Grey Sole — Frozen,
dressed, filleted; Herring, Mackerel — Fresh,
frozen

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 90%

Number of Employees: Varies

Type of Business: Processor, Exporter

Production Period: May — November

**TORNGAT FISH PRODUCERS'
CO-OPERATIVE SOCIETY LTD.**

P.O. Box 839, Station B

Happy Valley — Labrador

AOP 1E0

Contact: Hugh St. Croix, General Manager

Cardella Mac Aulay, Assistant

Manager/Accountant

Telephone: 709-896-3992

Fax: 709-896-3336

Products: Groundfish, Atlantic Salmon, Arctic
Char — Frozen

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 75%

Number of Employees: 100 — 300

Type of Business: Processor

Production Period: July — October

WESTERN COORDINATORS INC.

198 Water Street

Corner Brook, NF

A2H 3E4

Contact: David Middleton, Director
of Marketing

Paul Wight, Marketing Co-ordinator

Telephone: 709-785-7387

Fax: 709-785-5365

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

Annual Sales Range: 50M+

Percent of Sales Exported: 95%

Number of Employees: 300

Type of Business: Processor

Production Period: Varies with species

Brands: Ocean Leader

**WOODMAN'S SEA
PRODUCTS LTD.**

Box 149

New Harbour, NF

AOG 2P0

Contact: E. Fred Woodman, President

Geoff Woodman, Vice President

Telephone: 902-582-2830

Fax: 902-582-2937

Products: Cod — Frozen, salted/dried; Capelin,
Flounder, Turbot — Frozen

Annual Sales Range: 2.5 — 10M

Type of Business: Processor

Production Period: Year round

Brands: Bayside, Woodman's

NOVA SCOTIA

A & C QUINLAN FISHERIES LTD.

Centreville
Shelburne County, NS
B0W 2G0

Contact: Aaron Quinlan, President

Telephone: 902-745-2742

Fax: 902-745-1788

Products: Cod, Pollock (boneless) —
Salted/dried; Lobster — Live

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 75%

Number of Employees: 20

Type of Business: Processor

Production Period: Year round

Brands: Chelsea

A.C. COVERT LTD.

2703 Clifton Street
Halifax, NS
B3K 4V4

Contact: Bob Covert, Managing Director
Laura Greeley, Office Manager

Telephone: 902-454-8688

Fax: 902-453-6249

Products: Groundfish (whole fillets) — fresh,
frozen, smoked, salted/dried; Monkfish (tails, fil-
lets) — Fresh, frozen; Oysters, Quahogs (Littleneck
Clam) — Whole-in-shell; Finest Kind Seafood
Spread; Scallops — Frozen, breaded/prepared;
Shrimp — Frozen, breaded/prepared

Percent of Sales Exported: 30%

Number of Employees: 25

Type of Business: Processor,
Wholesaler/Distributor

Brands: Finest Kind Seafood Spread

ADAMS AND KNICKLE LTD.

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

Contact: Glen H. Geldert, President
David G. Knickle, Manager

Telephone: 902-634-4349

Fax: 902-634-4529

Products: Scallops — Fresh, frozen

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

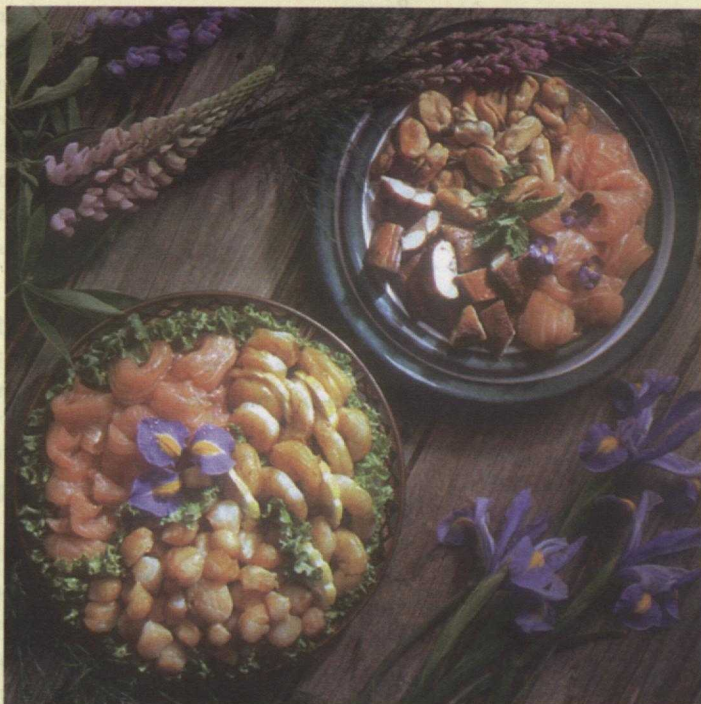
Number of Employees: 70

Type of Business: Wholesaler/Distributor

Production Period: January – December

Brands: Pick O Sea

Fresh from Nova Scotia...



Seabright Smokehouses, producer of Seward-winning smoked seafoods for over 15 years. At Seabright, we combine the best of European technology with knowledge gleaned from years of living near, and working on, the sea.

Our products include; smoked mussels, smoked scallops, smoked shrimp, smoked salmon pate, hot smoked salmon, as well as our traditional cold smoked salmon or "lox" (winner of the 1992 Chefs of America Gold Medal). We can also provide fresh or frozen products on request.

For more information and a full product list, please contact Dan Turner - National Sales Manager.



Seabright Smokehouses, Box 638, R.R. #1 Tantallon, N.S., Canada B0J 3J0
Phone: 1-902-823-2465 Fax: 1-902-823-2743 e-mail: seasmoke@fox.nstn.ca

NOVA SCOTIA

ALEXANDER & ALEXANDER/ REED STENHOUSE LIMITED

P.O. Box 1010
Halifax, NS
B3J 3N2

Contact: Mel Farley, Sr. Vice President
Peter Shelton, Sr. Vice President, Branch
Manager

Telephone: 902-429-7310

Fax: 902-429-9087

Number of Employees: 28

Type of Business: Marine Insurance

ALPHEUS HALLIDAY FISHERIES LTD.

Bear Point
Shelburne County, NS
B0W 3B0

Contact: Alpheus Halliday, President
Elizabeth Halliday, Secretary

Telephone: 902-723-2679

Fax: 902-723-0128

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

Annual Sales Range: Less than 0.5M

Number of Employees: 20

Type of Business: Processor

Production Period: May — December

Brands: S.E.A.

AQUADELIGHTS

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

Contact: Paul Budreski, President

Telephone: 902-423-4646

Fax: 902-423-4646

Products: Sea Urchins, Clams, Oysters

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 90%

Number of Employees: 4

Type of Business: Aquaculture and wild harvest

Production Period: Year round

Countries of Interest: Far East, United States

ARISAIG FISHERIES LTD.

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

Contact: Brenda MacDonald, President

Mike Bryan, Manager
Tom MacDonald

Telephone: 902-863-5906

Fax: 902-863-6714

Products: Lobster — Fresh, frozen, live, canned,
whole-in-shell; Hake — Fresh, salted/dried;
Herring - Fresh, frozen, roe; Flounder — Fresh,
frozen

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 90%

Number of Employees: 125 (Seasonal)

Type of Business: Processor, Exporter

Production Period: May — November

ATLANTIC HERRING COOPERATIVE

P.O. Box 517
392 Main Street
Yarmouth, NS
B5A 4B4

Contact: R.G. Stewart, Manager

Telephone: 902-742-9109

Fax: 902-742-1287

Products: Herring — Fresh, roe

Annual Sales Range: 0.5 — 2.5M

Type of Business: Exporter, Trader

ATLANTIC PRIDE FISHERIES LTD.

Comp. 2B, Box 9
Upper Port Latour
Shelburne County, NS
B0W 3N0

Contact: David Crowell, Manager

Telephone: 902-768-2999

Fax: 902-768-2545

Products: Cod — Salted/dried; Cusk, Hake,
Pollock — Salted/dried; Haddock — Fresh;
Halibut — Fresh; Lobster — Live

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 50%

Number of Employees: 15

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: Year round (Lobsters
December — May)

Brands: Atlantic Pride

Countries of Interest: Portugal

ATLANTIC TRADERS LTD.

11 Simmons Drive
Suite 2
Dartmouth, NS
B3B 1R4

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

Telephone: 902-468-2150

Fax: 902-468-3785

Products: Fish, Beef, Pork, Poultry —
Refrigerated, frozen; Fish — Dried, smoked,
pickled

Annual Sales Range: 50M

Percent of Sales Exported: 15%

Number of Employees: 30

Type of Business: Food wholesaler, Processor,
Exporter

Brands: Trader Brand

Countries of Interest: Caribbean, Central
America, South America

BACCARO FISHERIES LTD.

Baccaro
Shelburne County, NS
B0W 1T0

Contact: James E. Stoddard, Manager

Telephone: 902-768-2400

Fax: 902-768-2684

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

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 80%

Number of Employees: 8

Type of Business: Processor, Exporter

Production Period: May — November

Brands: Baccaro Brand

BAKERS POINT FISHERIES LTD.

R.R. #2, Oyster Pond
Jeddore, Halifax County, NS
B0J 1W0

Contact: Janette Faulkner, Wyman Baker

Telephone: 902-845-2347

Fax: 902-845-2770

NOVA SCOTIA

Products: *Cod* — Fresh, dressed, fillets, frozen (IQF), shatterpac, salted/dried; *Haddock* — Fresh, dressed, fillets, frozen (IQF), shatterpack, cello; *Cusk, Hake, Pollock* — Salted/dried; *Mackerel, Alewives* — Pickled; *Halibut* — Fresh; *Lobster* — Live; *Sea Urchin* — Live

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 50%

Number of Employees: 30

Type of Business: Processor, Exporter, Wholesaler

Production Period: Year round

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

BAY OF FUNDY FISHERIES LTD.

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

Contact: Dean Thibodeau, Secretary Treasurer
Tony Thibodeau, Manager

Telephone: 902-532-2352

Fax: 902-532-7722

Products: *Pollock* — Fresh, frozen, dressed, fillets; *Haddock* — Fresh, frozen, smoked, dressed, fillets; *Flounder, Scallops* — Fresh, frozen; *Cod* — Fresh, frozen, beaded & gutted, fillets

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 85%

Number of Employees: 25

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: March – December

Brands: Fundy Spray Brand

Countries of Interest: United States

BIRCH STREET SEAFOODS LTD.

31 Birch Street
Digby, NS
BOV 1A0

Contact: Alan Frankland, Plant Manager

Telephone: 902-245-6551

Fax: 902-245-6554

Products: *Groundfish, Scallops* — Fresh frozen

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 75%

Number of Employees: 40 – 50

Type of Business: Processor

Production Period: Year round

Brands: Frosty, 5 Oceans

BLUE WAVE SEAFOODS INC.

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

Contact: Sylvain F. D'Eon, President

Telephone: 902-683-2044

Fax: 902-683-2366

Products: *Herring* — fillets, roe, whole, frozen; *Silver Hake (Whiting)* — Frozen; *Groundfish* — Fresh, frozen, salted/dried

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 90%

Number of Employees: 150

Type of Business: Processor

Production Period: May – December

Brands: D'Eon Fisheries Limited

C.B. SEAFOODS LTD

94 Smith Avenue
Truro, NS
B2N 1C4

Plant: P.O. Box 299

Inverness, NS

BOE 1N0

Contact: Bernard MacLennan

Telephone: 902-895-8181

Fax: 902-895-8181

Sales Offices/Agents: Connors Bros. Inc., Avon, MA, USA

Products: *Lobster* — Frozen, meat, whole-in-shell; *Snow Crab* — Frozen, sections, whole; *Sea Urchin* — Live, roe; *Herring, Shark, Rock Crab*

Annual Sales Range: 3 – 5M

Percent of Sales Exported: 90%

Number of Employees: 80

Type of Business: Processor

Production Period: May – October

Brands: C.B. Seafoods, Skyfish

Countries of Interest: European Union, Pacific Rim, United States

C.L. DEVEAU & SON LTD.

Salmon River
Digby County, NS
BOW 2Y0

Contact: Irvan Paul Deveau
Walter Deveau

Telephone: 902-649-2812

Fax: 902-649-2838

Products: *Fish* — Salted

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 95%

Number of Employees: 100

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Buyer's Choice

CANJAM TRADING LTD.

35 Briarhynn Crescent
Dartmouth, NS
B2V 1K5

Contact: Grace White, President
Cheryl Hann, Controller

Telephone: 902-462-6699

Fax: 902-434-7879

Products: *Mackerel* — Fresh, frozen, pickled; *Herring, Shark Fins, Skate Wings* — Frozen; *Squid* — Dried, frozen; *Pollock, Gaspereaux* — Pickled, frozen

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 3

Type of Business: Trader

Countries of Interest: Asia, Europe

CANSOV MARINE PRODUCTS LTD.

2 Atlantic Street
Dartmouth, NS
B2Y 4M8

Contact: Boris Sergeev, General Manager
Greg Valkenier, Controller

Telephone: 902-465-1015

Fax: 902-465-2081

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

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 85%

Number of Employees: 5

NOVA SCOTIA

Type of Business: *Exporter, General Broker*
Production Period: *Year round*
Countries of Interest: *Japan, Korea, Russia*

CANUS FISHERIES LIMITED

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

Contact: *Kevin Goodwin, Manager*
Telephone: 902-745-2888

Fax: 902-745-2526

Products: *Pollock, Cod, Hake, Cusk —
Salted/dried; Halibut, Haddock — Fresh*

Annual Sales Range: *10 — 50M*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Fox River*

CAPE BREEZE FISHERIES LTD.

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

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

Telephone: 902-768-2550

Fax: 902-768-2418

Products: *Herring — Fresh, frozen, roe, dressed;
Haddock, Pollock, etc. — Fresh, salted/dried,
dressed; Lobster — Live; Cod — Fresh,
salted/dried, headed & gutted*

Annual Sales Range: *0.5 — 2.5M*

Percent of Sales Exported: *80%*

Number of Employees: *42*

Type of Business: *Processor*

Production Period: *June — December*

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

Countries of Interest: *Croatia, Poland, Russia*

CAPE JOHN SEAFOODS LTD.

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

Contact: *Weis A. Stachowiak, President*

Telephone: 902-351-2787 or 423-9399

Fax: 902-351-2941

Sales Offices/Agents: *Direct sales overseas*

Products: *Lobster, Snow Crab — Frozen, whole-
in-shell; Herring — Frozen, roe, dressed, whole;
Rock Crab — Frozen minced meat; Eels —
Frozen, whole*

Annual Sales Range: *2.3M*

Percent of Sales Exported: *97%*

Number of Employees: *70*

Type of Business: *Processor, Exporter*

Production Period: *May — December*

Brands: *Original Canadian*

Countries of Interest: *Japan, Poland, Sweden,
Norway*

CASEY FISHERIES LIMITED

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

Contact: *Duncan Casey, Plant Manager*

Telephone: 902-245-5801

Fax: 902-245-5552

Products: *Cod — Fresh, frozen, salted; Scallops,
Haddock, Pollock, Flounder — Fresh, frozen*

Annual Sales Range: *2.5 — 10M*

Percent of Sales Exported: *90%*

Number of Employees: *100 (Seasonal)*

Type of Business: *Processor, Exporter,
Wholesaler*

Production Period: *Year round*

Brands: *Casey's, Brigitine*

Countries of Interest: *United States*

CEILIDH FISHERMEN'S CO-OP LTD.

P.O. Box 99
158 Main Street
Port Hood, NS
BOE 2W0

Contact: *Bernie MacDonald, Manager*

Telephone: 902-787-2666

Fax: 902-787-2388

Products: *Lobster — Live; Hake — Fresh,
salted/dried, dressed; Flounder, Sole, Dabs —
Fresh; Snow Crabs — Live; Cod — Fresh,
salted/dried, headed & gutted*

Annual Sales Range: *2.5 — 10M*

Percent of Sales Exported: *15%*

Number of Employees: *40*

Type of Business: *Processor*

Production Period: *April — November*

Countries of Interest: *Japan, United States*

CHARLES & ROBERT BLADES LTD.

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

Contact: *Donald Blades, Manager*
Gary Blades, President

Telephone: 902-745-2323

Fax: 902-745-1754

Products: *Lobster — Live; Cod, Pollock, Cusk,
Hake — Salted/dried; Haddock — Dressed*

Annual Sales Range: *2.5 — 10M*

Percent of Sales Exported: *70%*

Number of Employees: *10*

Type of Business: *Processor, Wholesale Exporter*

Production Period: *Year round*

Brands: *Blades*

Countries of Interest: *Europe, United States,
Pacific Rim, Canada*

CHASE'S LOBSTER POUND LTD.

Port Howe, NS
BOK 1K0

Contact: *Earl Chase, Owner/Manager*

Telephone: 902-243-2408

Fax: 902-243-3334

Products: *Lobster — Frozen, live, speciality
pack; Oysters, Clams (hard shell) — Live*

Annual Sales Range: *0.5 — 2.5M*

Percent of Sales Exported: *80%*

Number of Employees: *12*

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

Production Period: *May — December*

CHEBOGUE FISHERIES LTD.

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

Contact: *Alfred C. Leblanc, Vice President*

Telephone: 902-742-9157

Fax: 902-742-7708

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

Annual Sales Range: *2.5 — 10M*

Percent of Sales Exported: *80%*

Number of Employees: *35*

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

NOVA SCOTIA

CHRISTENSEN SEAFOODS INC.

P.O. Box 44017
Bedford, NS
B4A 3X5
Contact: Ib Christensen
Telephone: 902-835-9214
Fax: 902-835-4671
Products: Shrimp — Frozen
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 100%
Number of Employees: 3
Type of Business: Exporter, Trader

CLAM ISLAND SEAFOOD

P.O. Box 2C13
St. Margaret's Bay
Halifax County, NS
B0J 1R0
Contact: Martin Gibson, President
Telephone: 902-826-2250
Fax: 902-826-2508
Products: Lobster — Live
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 50%
Number of Employees: 2
Type of Business: Exporter

CLEARWATER FINE FOODS INC.

757 Bedford Highway
Bedford, NS
B4A 3Z7
Contact: Mike Magnus, V.P. Marketing & Sales
Cdin MacDonald, Executive V.P.
Telephone: 902-443-0550
Fax: 902-443-1593 or 8365
Sales Offices/Agents: Toronto, Los Angeles,
Europe, Asia
Products: Lobster — Fresh, frozen, live, por-
tioned, whole-in-shell, tails; Scallops — Fresh,
frozen; Clams (Hokkigai) — Frozen; Shrimp &
Prawns — Fresh, frozen, cooled & peeled; Fin
fish (assorted) — Fresh, frozen, salted/dried, roe;
Cod — Salted/dried, frozen, portioned
Annual Sales Range: 50M+
Percent of Sales Exported: 90%
Number of Employees: 2,000
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Clearwater, Matane, Highland Harvest,
Locket, Hardshell Fresh

COMEAU'S SEA FOODS LTD.

P.O. Box 39
Saulnierville, NS
B0W 2Z0
Contact: Marcel R. Comeau, President
Sandy Clark, Vice President, Marketing
Telephone: 902-769-2101
Fax: 902-769-3594
Sales Offices/Agents:
Comeau International Foods Ltd.
Peter H. Nishijima
2020 University Ave., Suite 1626
Montreal, QC, H4A 2A5
Phone: 514-287-1581 Fax: 514-287-9192
Comeau's Seafoods Inc.
Stella Peterson
P.O. Box 9010
Whittier, CA, USA, 90608
Phone: 310-696-3399 Fax: 310-696-0229

Herring Import GmbH
Kurt Henseleit
Deich Strasse 36
Hamburg, Germany
Phone: (49) 40-364024 Fax: (49) 40-363451

Pacitti Foods Ltd.
Doug Pacitti
17 Palmerston Road
Aberdeen, UK, AB1 2QP
Phone: (224) 575252 Fax: (224) 574405

Hannibal Zafiriadis
Hannibal Zafiriadis
29 Ilission Str
14564 Nea Kifisia, Greece
Phone: (301) 807-8006 Fax: (301) 807-2298

Products: Groundfish (Cod, Haddock, Pollock,
Sole, Flounder) — Fresh, frozen, smoked,
salted/dried; Scallops — Fresh, frozen,
breaded/prepared; Herring — Frozen, smoked,
salted/dried, roe, dressed, marinated; Lobster —
Frozen, live, portioned, speciality pack, whole-in-
shell; Salmon — Frozen, smoked, portioned, spe-
ciality pack; Custom Cuisine (Speciality products)
— Frozen, breaded/prepared, portioned, special-
ity pack; Fish Meal; Fish Oil

Annual Sales Range: 10 – 50M
Percent of Sales Exported: 90%
Number of Employees: 450 (Peak season)
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Comeau, Acadian, Skipper, Komo

COMEUVILLE FISHERIES LTD.

P.O. Box 149, Saulnierville
Digby County, NS
B0W 2Z0
Contact: Berton German, President
Telephone: 902-769-3335
Fax: 902-769-2302
Products: Herring — Frozen roe, whole round
frozen; Haddock, Flounder — Fresh, frozen,
dressed; Cod — Fresh, frozen, headed & gutted
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 90%
Number of Employees: 25 – 100
Type of Business: Processor, Exporter,
Wholesaler/Distributor
Production Period: March – December
Brands: Blue Rock

CONTINENTAL SEAFOODS

P.O. Box 279
Shelburne, NS
B0T 1W0
Contact: Jack MacLean, Plant Manager
Telephone: 902-875-2018
Fax: 902-875-3108
Products: Jonah Crab — Fresh, frozen
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 25%
Number of Employees: 150
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Continental
Countries of Interest: All

CORMIER'S FIVE ISLAND CLAMS

Five Islands, NS
B0M 1K0
Contact: Oswald Cormier, Owner
Telephone: 902-254-3047
Fax: 902-254-3002
Products: Clam meat, Clam in shell — Fresh,
frozen
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 80%
Number of Employees: 60
Type of Business: Exporter,
Wholesaler/Distributor
Production Period: May – October

NOVA SCOTIA

D.B. KENNEY FISHERIES LTD.

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

Contact: David Titus, Sales Manager
Nancy Christie, Sales Representative

Telephone: 902-839-2023

Fax: 902-839-2070

Products: Groundfish — Fresh, frozen,
salted/dried; Scallops — Fresh, frozen; Lobster —
Live; Herring — Frozen, roe

Percent of Sales Exported: 95%

Number of Employees: 300

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Brier Island, Fundy Bay

DAVIS STRAIT FISHERIES LIMITED

102 Chain Lake Drive, Unit 1C
Vantage Point
Halifax, NS
B3S 1A7

Contact: Grant Stonehouse, President
Geoff Irvine, Sales, Marketing

Telephone: 902-450-5115

Fax: 902-450-5006

Sales Office: Davis Strait Management Ltd.

17 Sagona Ave.
Mount Pearl, NF
A1N 4P8

Products: Northern Shrimp — Frozen; Cod,
Pollock, Haddock — Headed and gutted, frozen

Annual Sales Range: 10 — 50M

Percent of Sales Exported: 50%

Number of Employees: 9

Type of Business: Processor, Exporter, Trader

Production Period: Year round

D'EON FISHERIES LIMITED

P.O. Box 2195, R.R. #5
Yarmouth, NS
B5A 4A9

Contact: Sylvain D'Eon, President

Telephone: 902-742-4515

Fax: 902-742-5582

Products: Silver Hake, Herring Fillets,
Groundfish, Lobster

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 90%

Number of Employees: 6

Type of Business: Exporter,
Wholesaler/Distributor

Brands: D'Eon Fisheries Limited

Countries of Interest: Europe, Japan, Middle
East, Russia, United States, Cuba

DISA FISHERIES INC.

P.O. Box 169, Saulnierville
Digby County, NS
B0W 2Z0

Contact: Daniel LeBlanc, Owner/Manager

Telephone: 902-645-2278

Fax: 902-645-3620

Sales Offices/Agents: Meteghan River, Digby
County, NS

Products: Pollock, Cod, Haddock, Flounder —
Fresh fillets

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 10%

Number of Employees: 20

Type of Business: Processor

Production Period: Year round

DOUCET FISHERIES LTD.

Weymouth, R.R. #1
Digby County, NS
B0W 3T0

Contact: Michel Doucet, President/Owner

Telephone: 902-837-5674

Fax: 902-837-7685

Products: Flounder, Sole, Cod, Haddock —
Fresh, frozen

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 60%

Number of Employees: 25

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: Year round

Brands: Edinburgh Seafood Classics

Countries of Interest: Canada, United States,
European Union

EAST SIDE FISHERIES LTD.

Lower East Pubnico
Yarmouth County, NS
B0W 2A0

Contact: Louise LeBlanc
Terry LeBlanc

Telephone: 902-762-2761/2170

Fax: 902-762-2307

Products: Lobster — Live; Groundfish — Fresh

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 50%

Number of Employees: 25

Type of Business: Exporter, Wholesaler

Production Period: Year round

EVAN A. SWIM LIMITED

63 Doull Avenue
Halifax, NS
B3N 1Y8

Contact: M. Swim, Manager
R. Swim, Assistant Manager

Telephone: 902-429-1800

Fax: 902-429-5400

Products: Live — Lobster, Crab, Mussel,
Scallops, Whelks; Frozen — Lobster, Crab,
Scallops, Eels; Periwinkle, Oysters, Eels

Annual Sales Range: 10 — 50M

Percent of Sales Exported: 90%

Number of Employees: 40

Type of Business: Processor, Exporter,
Distributor

Production Period: Year round

Countries of Interest: All of Asia, Europe and
North America

F. PIERCE ATLANTIC SEAFOODS LIMITED

P.O. Box 179
Shelburne, NS
B0T 1W0

Contact: Michael Cotter, Manager
Adrian Pierce, Assistant Manager

Telephone: 902-875-2666

Fax: 902-875-2706

Products: Hake, Cusk — Salted/dried;
Haddock, Halibut, Monkails, Swordfish —
Fresh, dressed; Fish Roe — Salted; Cod — Fresh,
salted/dried, headed & gutted; Sea Urchins, Tuna

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 98%

Number of Employees: 45

Type of Business: Processor, Exporter

Production Period: Year round

Brands: F. Pierce Atlantic Seafoods

Countries of Interest: Japan, France, Spain,
Russia

Granville Gates & Sons Ltd.

Marque

PEARL ISLAND

Brand



DEALERS
IN FRESH,
FROZEN AND
PICKLED FISH

R.R. #1 HUBBARDS, BLANDFORD, LUNENBURG CO.,
NOVA SCOTIA, CANADA B0J 1T0
Ph: (902) 228-2559 Fax: (902) 228-2369

F.N. GOREHAM & SONS LTD.

P.O. Box 25

Wood's Harbour, NS

BOW 2E0

Contact: *Fulton Goreham*

Mildred Goreham

Telephone: 902-723-2689

Products: *Cod, Pollock, Cusk, Hake —
Salted/Dried*

Annual Sales Range: *Less than 0.5M*

Percent of Sales Exported: *90 – 100%*

Number of Employees: *2 – 5*

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

Production Period: *Year round*

FERGUSON'S LOBSTER POUND LTD.

R.R. #2

Tangier, NS

B0J 3H0

Contact: *Stewart J. Lamont, President
Bernadette Monk*

Telephone: 902-772-2366

Fax: 902-772-2077

Products: *Lobster — Live*

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *75%*

Number of Employees: *16*

Type of Business: *Exporter*

Production Period: *Year round*

Countries of Interest: *All*

FISH REDUCTION LIMITED

P.O. Box 70

Wood's Harbour, NS

BOW 2E0

Contact: *J.N. Nagpaul, Manager*

Telephone: 902-723-2787

Fax: 902-723-2616

Products: *Fish meal*

Annual Sales Range: *0.5 – 2.5M*

Percent of Sales Exported: *5 – 7%*

Number of Employees: *10 – 12*

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Sea Crest*

FISHERMAN'S MARKET INTERNATIONAL INC.

607 Bedford Highway

Halifax, NS

B3M 2L6

Contact: *Fred Greene, President*

Telephone: 902-445-3474

Fax: 902-443-5561

Products: *Groundfish — Fresh, frozen, smoked,
salted/dried, dressed; Lobster — Live; Tuna —
Fresh, dressed, troll-caught; Shrimp — Fresh,
whole-in-shell; Shark — Fresh, frozen, dressed*

Annual Sales Range: *2.5 – 10M*

Percent of Sales Exported: *40%*

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

Production Period: *Year round*

Brands: *Fisherman's*

NOVA SCOTIA

FORT POINT FISHERIES LTD.

R.R. #3, Gunning Cove
Shelburne County, NS
BOT 1W0

Contact: Carla Wamback
Telephone: 902-875-4373
Fax: 902-875-1077

Products: Groundfish — Fresh, whole
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 50%
Number of Employees: 15 (Seasonal)
Type of Business: Processor, Exporter,
Wholesaler
Production Period: Year round

FRESH WAVE SEAFOODS

P.O. Box 261
Yarmouth, NS
B5A 4B2

Contacts: Brian Ritchie, Owner
Theresa Ritchie, Manager
Telephone: 902-742-8183
Fax: 902-742-6970

Products: Haddock, Cod — Fresh, smoked;
Pollock — Smoked
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 20%
Number of Employees: 4 – 6
Type of Business: Processor, Exporter
Production Period: May – October
Brands: Fresh Wave Seafoods

GRANVILLE GATES & SONS LTD.

R.R. #1, Hubbards
Lunenburg County, NS
BOJ 1T0

Contact: Ed Grant, Plant Manager
Telephone: 902-228-2559
Fax: 902-228-2368

Products: Pollock, Cod, Hake, Mackerel, Cusk,
Herring, Lobster — Salted/dried
Annual Sales Range: 1 – 5M
Percent of Sales Exported: 95%
Number of Employees: 22
Type of Business: Processor
Production Period: January – December
Brands: Cristobal, Pearl Island

Countries of Interest: Jamaica, Barbados,
Dominican Republic, Puerto Rico, United States,
Greece, Leeward and Windward Islands,
Trinidad and Tobago, Mexico

H. ANDERSON LOBSTER SALES LTD.

R.R. #2, Havre Boucher
Auld's Cove, NS
BOH 1P0

Contact: Allan Anderson, Manager
Hyland Anderson, Vice-President
Telephone: 902-747-2746
Fax: 902-747-2185

Products: Lobster, Crab — Fresh, live, whole-in-
shell, cooked; Haddock — Fresh, dressed; Hake
— Fresh, wet salted, dressed; Cod — Fresh, wet
salted, headed & gutted
Annual Sales Range: 2.5 – 10M
Type of Business: Wholesaler/Distributor
Production Period: Year round

H. HOPKINS LTD.

Breakwater Street
Port Morien, NS
BOA 1T0

Contact: Clifford Hopkins, President
Telephone: 902-737-2243
Fax: 902-737-1077

Products: Cod — Salted; Lobster — Live;
Groundfish Fillets — Fresh, frozen
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 90%
Number of Employees: 100
Type of Business: Processor
Production Period: April – December

HALLS HARBOUR LOBSTER COMPANY

P.O. Box 160
Wolfville, NS
BOP 1X0

Contact: Jack Hayward, Manager
Telephone: 902-679-9494
Fax: 902-679-2224

Products: Lobster — Live
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 95%

Number of Employees: 8
Type of Business: Exporter
Production Period: Year round
Countries of Interest: Europe, Japan

HARBOUR LOBSTER LTD.

P.O. Box 69
Shag Harbour
Shelburne County, NS
BOW 3B0

Contact: Wayne Banks, President
Telephone: 902-723-2500
Fax: 902-723-2568

Products: Lobster — Fresh
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 100%
Number of Employees: 10
Type of Business: Processor, Exporter
Production Period: November – May
Countries of Interest: Asia and Europe (Live
lobster)

HIGHLAND FISHERIES LTD.

Bell Street
Glace Bay, NS
B1A 6C9

Contact: Greg Mitchelitis, Manager
Lyndon Johnson, Comptroller
Telephone: 902-849-6016
Fax: 902-849-7794

Sales Offices/Agents: Tom MacNeil
Clearwater Fine Foods
Bedford, NS
PHONE: 902-443-0550
Products: Cod, Pollock — Fresh, frozen,
salted/dried; Ocean Perch — Fresh, frozen
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 150
Type of Business: Processor
Production Period: Year round
Brands: Clearwater, Highland Harvest

NOVA SCOTIA

HIGH TIDE SEAFOOD INCORPORATED

P.O. Box 41
Port Mouton, NS
BOT 1T0

Contact: Arley A. Atkinson, General Manager
Jack Hayward, President

Telephone: 902-683-2555
Fax: 902-683-2145

Products: Fish — Fresh, salted; Lobster
Annual Sales Range: 2.5 — 10M
Type of Business: Processor, Exporter
Brands: High Tide Seafood Inc.
Countries of Interest: Europe, Japan

HOWARD TURNER & SON LTD.

Marie Joseph
Guysborough County, NS
BOJ 2G0

Contact: Elvin Turner, Randy Turner,
David Burns

Telephone: 902-347-2616
Fax: 902-347-2714

Products: Lobster, Fresh in season; Haddock,
Halibut — Fresh, frozen; Pollock, Cod, Hake —
Salted/dried

Annual Sales Range: 2.5 — 10M
Number of Employees: 10 (Full time),
15 (Part time)

Type of Business: Processor
Production Period: Year round
Brands: Turner

Countries of Interest: All

I. DEVEAU FISHERIES LTD.

P.O. Box 118, Meteghan
Digby County, NS
BOW 2J0

Contact: Berton German, President
Telephone: 902-645-3036

Fax: 902-645-3109

Products: Haddock, Cod, Pollock, Hake, Cusk,
Ocean Perch, Flounder — Fresh, frozen; Tuna,
Mackerel, Herring, Herring Roe, Clams,
Scallops; Lobster — Live, frozen

Annual Sales Range: 25 — 30M
Percent of Sales Exported: 90%
Number of Employees: 200
Type of Business: Processor, Exporter

Production Period: Year round

Brands: Blue Rock Brand

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

IMO FOODS LTD.

Unit 9
10 Ragged Lake Blvd.
Halifax, NS
B3S 1C2

Contact: Sidney J. Hughes, President
David Jollimore, Marketing Director

Telephone: 902-450-5060
Fax: 902-742-5061 (HFX) 902-742-0908
(YMT)

Processing Plant: P.O. Box 236, 26 Water
Street, Yarmouth, NS, B5A 4B2

Products: Kipper Snacks — naturally smoked,
canned; Herring — Fillets (in sauces & canned),
fillets (smoked & canned); Sardines — Canned,
fillets; Mackerel — Fillets (smoked & canned)

Annual Sales Range: 2.5 — 10M
Percent of Sales Exported: 85% — 90%
Number of Employees: 120 (Processing plant),
5 (Sales office)

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: Year round
Brands: Kersen, Various co-packing labels

INDIAN POINT MARINE FARMS LTD.

R.R. #2
Mahone Bay, NS
BOJ 2E0

Contact: Peter Darnell, President
Telephone: 902-624-6472

Fax: 902-634-4738

Products: Mussels — Fresh
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: Varies

Number of Employees: 5
Type of Business: Mussel grower and Processor
Production Period: Year round
Brands: Scotian Pride
Countries of Interest: United States

INLAND FISHERIES LTD.

Italy Cross
Lunenburg County, NS
BOJ 1V0

Contact: David Fancy
Telephone: 902-543-3890

Products: Herring — Marinated (regular &
Swedish Delight), speciality pack

Annual Sales Range: Less than 0.5M
Number of Employees: 3

Type of Business: Processor, Exporter

Production Period: Year round
Brands: Fancy's Lunenburg County Style, Fancy's
Swedish Delight Style

INNOVATIVE FISHERY PRODUCTS INC.

P.O. Box 425, Little Brook
Digby County, NS
BOW 1Z0

Contact: Marc Blinn
Doug Bertram

Telephone: 902-769-3300
Fax: 902-769-0109

Products: Pollock (chunks) — Salted/dried;
Haddock, Pollock, Flounder — Fresh, frozen,
smoked, salted/dried, dressed; Lobster — Live;
Scallops, Sea Cucumber — Fresh, frozen; Cod —
Fresh, frozen, smoked, salted/dried, headed &
guttled; Soft Shell Clams — Shellstock, meat —
Fresh, frozen

Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 80%
Number of Employees: 25

Type of Business: Processor, Exporter
Production Period: Year round
Brands: I.F.P., Shamrock

INSHORE FISHERIES LTD.

Middle West Pubnico
Yarmouth County, NS
BOW 2M0

Contact: Claude d'Entremont, Manager
Telephone: 902-762-2522

Fax: 902-762-3464

Products: Groundfish — Fresh, frozen,
salted/dried, dressed

Annual Sales Range: 2.5 — 10M
Percent of Sales Exported: 95%
Number of Employees: 45

NOVA SCOTIA

Type of Business: *Processor*
Production Period: *January – November*
Brands: *Inshore, Lobster Bay*
Countries of Interest: *United States*

INTERVEST TRADING COMPANY INC

5435 Spring Garden Road
Halifax, NS
B3J 1G1

Contacts: *Paul E. Blades, President*
Jeffrey Whitman, V.P., Sales
Telephone: 902-425-2018
Fax: 902-420-0763

Products: *Pollock, Turbot, Cod, Flounder, Sole*
— Frozen, smoked; Crab — Frozen; Lobster —
Frozen, live, canned, whole-in-shell; Herring —
Frozen, roe; Tuna — Fresh

Annual Sales Range: *2.5 – 10M*
Percent of Sales Exported: *90%*
Number of Employees: *5*
Type of Business: *Processor, Trader*

ISLAND MARINE PRODUCTS LTD.

2772 Main Street
P.O. Box 40
Clark's Harbour, NS
B0W 1P0

Contact: *Cyril B. Swim, President*
Peter E. T. Swim, General Manager
Telephone: 902-745-2222
Fax: 902-745-3247

Products: *Lobster — Fresh, frozen, live; Tuna,*
Dogfish — Fresh, dressed; Groundfish (various
species dependant on availability) — Fresh,
smoked, salted/dried, roe, dressed

Annual Sales Range: *10 – 50M*
Percent of Sales Exported: *90%*
Number of Employees: *150*
Type of Business: *Processor, Exporter,*
Wholesaler/Distributor
Production Period: *Year round*
Countries of Interest: *Far East*

JACK'S LOBSTERS LIMITED

Oyster Pond, Jeddore
Halifax County, NS
B0J 1W0

Contact: *Joseph Goyetche*
Rose-Marie Goyetche

Telephone: 902-889-2771
Fax: 902-889-2720
Products: *Lobster — Live, cooked, frozen, lob-*
ster meat
Percent of Sales Exported: *90%*
Number of Employees: *12*
Type of Business: *Processor, Exporter*
Production Period: *Year round*
Countries of Interest: *Asia, Europe*

JAMES L. MOOD FISHERIES

Wood's Harbour
Shelburne County, NS
B0W 2E0

Contact: *Almond Mood, Manager*
Corey Mood, Manager
Telephone: 902-723-2360
Fax: 902-723-2880

Products: *Lobster, Flounder — Fresh, live;*
Swordfish, Bluefin Tuna, Big Eye Tuna, Yellowfin
Tuna — Fresh, live, dressed; Salt Fish

Annual Sales Range: *5 – 10M*
Percent of Sales Exported: *90%*
Number of Employees: *10*
Type of Business: *Processor, Exporter,*
Wholesaler/Distributor
Production Period: *Year round*
Countries of Interest: *Japan, France, Italy,*
Spain, Great Britain, Germany, United States

JOEL SMITH FISHERIES LTD.

R.R. #5, Sandford
Yarmouth, NS
B5A 4A9

Contact: *Bernard Berry, President*
Gabor Tokai, Secretary
Telephone: 902-742-5572

Products: *Lobster — Fresh; Groundfish —*
Salted/dried

Annual Sales Range: *0.5 – 2.5M*
Percent of Sales Exported: *90%*
Number of Employees: *3*
Type of Business: *Processor, Exporter*
Production Period: *Year round*

K & N FISHERIES LTD.

Upper Port Latour
Shelburne County, NS
B0W 3N0

Contact: *Kirk Nickerson, Manager*
Gregory Nickerson, Plant Manager

Telephone: 902-768-2478
Fax: 902-768-2385
Products: *Cod, Pollock, Hake, Cusk — Fresh,*
salted/dried; Haddock, Halibut — Fresh, dressed;
Lobster — Live
Annual Sales Range: *0.5 – 2.5M*
Percent of Sales Exported: *95%*
Number of Employees: *12*
Type of Business: *Processor, Exporter*
Production Period: *Year round*
Brands: *Latour*

KARLSEN SHIPPING CO. LTD.

2089 Upper Water Street
Halifax, NS
B3K 5S3

Contact: *Martin Karlsen, President*
Jay Lugar, Assistant Manager
Telephone: 902-423-7389
Fax: 902-420-9222

Products: *Herring — Fresh, frozen, smoked,*
salted/dried, roe, dressed; Mackerel — Fresh,
frozen, smoked, dressed; Groundfish — Fresh,
frozen, smoked, salted/dried, dressed

Annual Sales Range: *2.5 – 10M*
Percent of Sales Exported: *90%*
Number of Employees: *100*
Type of Business: *Processor*
Production Period: *May – December*
Brands: *Sea King*
Countries of Interest: *United States, Japan,*
Italy, Germany, Netherlands, Scandinavia

KENNEY & ROSS LIMITED

R.R. #3
Shelburne, NS
B0T 1W0

Contact: *Robert E. Norland, President*
Robert Welland, Vice President

Telephone: 902-637-2616
Fax: 902-637-2511
Products: *Fish Gelatin*
Annual Sales Range: *2.5 – 5M*
Percent of Sales Exported: *95%*
Number of Employees: *45*
Type of Business: *Processor*
Production Period: *Year round*

NOVA SCOTIA

L. WALKER SEAFOODS LTD.

Wood's Harbour, NS
BOW 2E0

Contact: LeRoy Walker, President

Telephone: 902-723-2889

Fax: 902-723-2104

Products: Lobster — Live; Groundfish (Pollock, Cod) — Salted/dried; Tuna, Swordfish — Fresh

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 90%

Number of Employees: 5

Type of Business: Exporter,
Wholesaler/Distributor

Production Period: December – September

LAHAVE SEAFOODS LTD.

LaHave, NS
BOR 1C0

Contact: David Himmelman
David Wentzell

Telephone: 902-688-2773

Fax: 902-688-2766

Products: Pollock — Fresh, salted/dried, dressed; Cod — Fresh, salted/dried, headed & gutted; Haddock — Fresh, dressed; Lobsters — Live; Scallops

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 70%

Number of Employees: 15 – 35

Type of Business: Processor, Exporter

Production Period: Year round

LEO G. ATKINSON FISHERIES LTD.

South Side
Shelburne County, NS
BOW 1P0

Contact: Leo G. Atkinson, President

Telephone: 902-745-3047

Fax: 902-745-1245

Products: Groundfish — Wet salted, dried salted, fresh whole; Lobster

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 15%

Number of Employees: 28

Type of Business: Processor

Production Period: January – December

Brands: Deep Sea

Countries of Interest: Jamaica, Portugal,
United States, Canada

LINCO FISHERIES LTD.

P.O. Box 70, Clark's Harbour
Shelburne County, NS
BOW 1P0

Contact: Colin Smith, President

Clara Ross, Office Manager

Telephone: 902-745-2300

Fax: 902-745-2898

Products: Groundfish — Fresh, whole; Haddock, Cod, Pollock, Cusk, Hake — Heavy salted

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 50%

Number of Employees: 30

Type of Business: Processor

Production Period: Year round

Countries of Interest: United States,
Caribbean, Norway, Portugal, United Kingdom

LITTLE RIVER SEAFOOD PACKERS LTD.

P.O. Box 1271
Digby, NS
BOV 1A0

Contact: Bradley Longmire, President
Guy Landry, General Manager

Telephone: 902-245-4729

Fax: 902-245-5444

Products: Fillets — Fresh, frozen; Whole Fish, Sea Urchins, Soft Shelled Clams, Scallops, Salted Fish, Lobsters

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 30%

Number of Employees: 50

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Little River

Countries of Interest: Spain, Portugal, Japan,
United States

LOCH BRAS D'OR SALMON FARMS LTD

R.R. #2
Baddeck, NS
BOE 1B0

Contact: Phil Drinnan

Telephone: 902-756-3223

Fax: Same as telephone

Sales Offices/Agents: National Sea Products

Products: Steelhead Salmon, Atlantic Salmon,
Speckled Trout — Fresh, dressed

Annual Sales Range: Less than 0.5M

Type of Business: Aquaculture

Production Period: August – February

M. & M. FISHERIES LTD.

P.O. Box 190
Woods Harbour
Shelburne County, NS
BOW 2E0

Contact: Gary Goreham, President

Telephone: 902-723-2390

Fax: 902-723-2967

Products: Haddock — Fresh, dressed; Pollock — Fresh, salted/dried, dressed; Cod — Fresh, salted/dried, beaded & gutted; Hake — Fresh, salted/dried; Redfish Fillets — Fresh, frozen; Swordfish, Shark, Monkfish — Fresh dressed; Monkfish — Tails, fresh/frozen; Flounder, Tuna — Fresh; Herring — Roe; Lobster — Live, whole-in-shell

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 85%

Number of Employees: 35

Type of Business: Processor

Production Period: Year round

Brands: Novie Fresh, M & M Fisheries

Countries of Interest: United States, Japan,
Korea, China, Norway, Great Britain, France

M.V. OSPREY LTD.

P.O. Box 40
Mulgrave, NS
BOE 2G0

Contact: Brian Shebib, Marketing

Telephone: 902-465-3455

Fax: 902-466-9777

Products: Shrimp, Groundfish, Turbot — Frozen

Annual Sales Range: 15 – 20M

Percent of Sales Exported: 95%

Number of Employees: 65

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Osprey

Countries of Interest: Japan, Taiwan,
Thailand, Korea, China, Norway, Sweden,
France, Denmark

NOVA SCOTIA

MARIMEX LIMITED

1312 Queen Street
Halifax, NS
B3J 2H5

Contact: Donald A. Fraser, P.Eng., President
W. Bryce Fisher, P.Eng., Vice President

Telephone: 902-422-7355

Fax: 902-422-8147

Products: Shrimp — Frozen, whole-in-shell;
Lobster — Tails; Dogfish — Portioned; Herring
— Roe; Tuna — Canned

Annual Sales Range: Less than 0.5M

Number of Employees: 6

Type of Business: Trader

MARR SEAFOODS CANADA LIMITED

15 Alderney Drive
Dartmouth, NS
B2Y 2N2

Contact: Richard Lander, President

Telephone: 902-463-2906

Fax: 902-469-8850

Products: Haddock — Frozen, Salted/dried,
portioned, dressed, speciality pack, troll-caught;
Cod — Frozen, Salted/dried, portioned, headed
& gutted, speciality pack, troll-caught; Herring
— Frozen, dressed, speciality pack; Mackerel —
Frozen, dressed; Pollock — Frozen, Salted/dried,
dressed, troll-caught; Shrimp — Fresh, frozen,
troll-caught

Annual Sales Range: 2.5 — 10M

Number of Employees: 4

Type of Business: Exporter, Trader

MERSEY POINT FISH PRODUCTS LTD.

P.O. Box 429
Liverpool, NS
BOT 1K0

Contact: Maarten Mutsaers,
Marketing Manager
Robert Mutsaers, Director

Telephone: 902-354-5926

Fax: 902-354-5926

Products: Herring — Smoked, marinated,
salted; Mackerel — Smoked

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 25%

Number of Employees: 8

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Mersey Point, Monarch

MERSEY SEAFOODS LIMITED

P.O. Box 1290
Liverpool, NS
BOT 1K0

Contact: Cecil S. Smith, Executive C.A.,
Executive Vice-President

Telephone: 902-354-3467

Fax: 902-354-2319

Products: Scallops, Ocean Perch, Cod, Other
Groundfish Species — Frozen; Shrimp —
Frozen, raw, cooked, whole-in-shell

Annual Sales Range: 50M+

Percent of Sales Exported: 95%

Number of Employees: 300

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Mersey, Usen

Countries of Interest: United States, Japan,
China, Taiwan, Thailand, Hong Kong,
Australia, France, United Kingdom, Norway,
Denmark, Sweden, Spain, Portugal, Italy
Holland

METEGHAN LOBSTER CO-OP

P.O. Box 24
Meteghan, NS
BOW 2J0

Contact: Stan Comeau, President

Telephone: 902-645-2197

Products: Lobster — Live; Tuna — Fresh, live

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 60%

Number of Employees: Varies

Type of Business: Processor

NATIONAL SEA PRODUCTS LTD.

P.O. Box 910
Battery Point
Lunenburg, NS
BOJ 2C0

Contact: Ron Wynacht, V.P. G.M.,
Groundfish Division

Telephone: 902-634-8811

Fax: 902-634-4577

Telex: 019-21542

Sales Offices/Agents:

National Sea Products Inc.

One Highliner Avenue

P.O. Box 839

Portsmouth, NH, USA

Products: Redfish — Frozen, fresh; Cod, Pollock,
Haddock, Sole, Hokigai clams, Scallops, Smoked
Herring; Processed fish portions, dinners, snacks

Annual Sales Range: 50M

Percent of Sales Exported: 25%

Number of Employees: 1,500

Type of Business: Primary and Secondary
seafood harvesting and production, Sales

Production Period: Year round

Brands: High Liner

Countries of Interest: United States, Korea,
China, European Union, Bermuda

NEWELL LOBSTERS LTD.

P.O. Box 99
Yarmouth, NS
B5A 4B1

Contact: Robert Newell, Owner

Telephone: 902-742-6272

Fax: 902-742-1542

Products: Lobster — Live; Groundfish —
Salted/dried; Herring — Frozen, roe; Fish meal

Annual Sales Range: 2.5 — 10M

Type of Business: Processor

NIPPON SUISAN (HALIFAX) LTD.

609 — 1969 Upper Water Street
Halifax, NS
B3J 2R7

Contacts: Angela Jellet, Treasurer
Y. Sato, President

Telephone: 902-423-8120

Fax: 902-422-4209

Products: Crab, Turbot (Greenland Halibut) —
Frozen; Lobster — Live; Herring, Sea Urchin —
Frozen roe

Annual Sales Range: 10 — 50M

Percent of Sales Exported: 100%

Number of Employees: 3

Type of Business: Exporter

NOVA SCOTIA

OAK ISLAND FISHERIES LTD.

35 Brunswick Street
Yarmouth, NS
B5A 2E7

Contact: Peter Panagapko
Telephone: 902-742-3287
Fax: 902-742-3287

Products: Cod — Frozen, salted; Atlantic Flounder, Redfish, Mackerel, Groundfish, Scallops — Frozen; Lobster — Live; Tuna — Fresh; Pollock, Hake — Salted; Salmon — Fresh, frozen, smoked; Shrimp — IQF frozen, cooked, peeled; Boil-in-a-bag & microwaveable entrees that can be custom designed with any species of fish or shellfish

Annual Sales Range: 2.5 — 10M
Percent of Sales Exported: 90+%
Number of Employees: 1 — 3
Type of Business: Trader
Production Period: Year round

OCEAN ENTERPRISES INC.

3325, Chemin du Roi
P.O. Box 71, Anses des Belliveau
Belliveau Cove, NS
B0W 1J0

Contact: Michel Belliveau, President & Director General
Telephone: 902-837-5982
Fax: 902-837-7283

Products: Lobsters — Live, gift pack, whole-in-shell

Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 70%
Number of Employees: 4 (peak), 1 (off season)
Type of Business: Exporter, Wholesaler/Distributor
Production Period: Year round
Brands: Homards de l'Acadie

OCEAN ORGANIC LIMITED

P.O. Box 106
Tusket, NS
B0W 3M0

Contact: Tom Morse, General Manager
Telephone: 902-643-2799
Fax: 902-643-2001
Sales Offices/Agents: Tom Murdoch and Associates
10 Ackerly Blvd., Unit 55
Dartmouth, NS B3B 1J3

Phone: 902-468-8882

Fax: 416-229-0336

Products: Atlantic Salmon — Smoked, portioned, frozen, stuffed salmon crowns; Steelhead Salmon — Portioned, frozen, smoked

Annual Sales Range: 0.5 — 3M

Percent of Sales Exported: 60%

Number of Employees: 3 — 15

Type of Business: Processor, Aquaculture, Exporter

Production Period: Year round

Brands: FINYVES of Nova Scotia, and private labels (Copack available)

Countries of Interest: South America, Mexico, United States, Pacific Rim

OCEAN PRIDE FISHERIES LTD.

General Delivery
Lower Wedgeport, NS
B0W 2B0

Contact: Milton LeBlanc, President
Telephone: 902-663-4579

Fax: 902-663-2698

Products: Dogfish, Herring roe — Fresh, frozen

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 100%

Number of Employees: 30 — 75

Type of Business: Processor, Exporter

Production Period: June — October

Brands: Ocean Pride

OCEANS' BEST SEAFOOD LTD.

Meteghan Centre, Box 53
Digby County, NS
B0W 2K0

Contact: Raymond J. King, President
Telephone: 902-645-3482

Fax: 902-645-2939

Products: Haddock, Pollock, Flounder (fillets) — Fresh, dressed; Cod — Fresh, salted/dried, headed & gutted; Pollock, Hake — Salted/dried; Lobster — Live; Scallops — Fresh

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 50%

Number of Employees: 20

Type of Business: Processor, Exporter

Production Period: Year round

PETER A. MULLINS PROVISION MERCHANTS LTD.

Main-a-Dieu, NS
B0A 1N0

Contact: Benjamin Mullins, President
Telephone: 902-733-2676

Products: Lobster — Live

Annual Sales Range: Less than 0.5M

Type of Business: Wholesaler/Distributor

PREMIUM SEAFOODS LIMITED

P.O. Box 39
Arichat, NS
B0E 1A0

Contacts: Edgar Samson, President
Brian Samson, Vice President

Telephone: 902-226-2633

Fax: 902-226-1263

Products: Groundfish, Shark — Fresh, frozen, salted, portioned, dressed, troll-caught; Lobster, Crab — Live, whole-in-shell

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 30%

Number of Employees: 42

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: Year round

Brands: J.F. Samson

PUBNICO TRAWLER'S LTD.

P.O. Box 17, Lower East Pubnico
Yarmouth County, NS
B0W 2A0

Contact: Julie Nickerson, Office Manager/Sales
George Cunningham, Plant Manager/Sales

Telephone: 902-762-3202

Fax: 902-762-3319

Products: Cod — Fresh, frozen, salted/dried, headed & gutted, speciality pack, gift pack; Pollock — Fresh, frozen, salted/dried, dressed; Hake, Cusk — Salted/dried; Haddock — Fresh, frozen, dressed

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 90%

Number of Employees: 5 (Full Time), 3 (Part Time)

Type of Business: Processor

Production Period: Year round

Brands: Trawler, Capt. Morrissey

Countries of Interest: Pacific Rim, Europe

NOVA SCOTIA

QUALITY SEAFOODS LTD.

1 Kirk Street, Suite 109
Yarmouth, NS
B5A 1S6
Contact: Alfred C. Leblanc, President
Telephone: 902-742-9157
Fax: 902-742-7708
Products: Herring — Frozen, roe, dressed;
Groundfish — Fresh, frozen
Annual Sales Range: 2.5 — 10M
Percent of Sales Exported: 85%
Number of Employees: 100 — 150
Type of Business: Processor, Exporter,
Wholesaler/Distributor

R & K MURPHY ENTERPRISES LTD.

Lower Wedgeport
Yarmouth, NS
B0W 2B0
Contact: Roland Murphy, President
Telephone: 902-663-2747
Fax: 902-663-2993
Products: Rockweed — Dried; Herring — Roe;
Lobster — Live; Groundfish — Fresh,
salted/dried
Annual Sales Range: 2.5 — 10M
Percent of Sales Exported: 70%
Number of Employees: 20 — 100
Type of Business: Processor, Exporter

R. BAKER FISHERIES LIMITED

P.O. Box 339
Lockeport, NS
B0T 1L0
Contact: Robert Baker, Owner
Telephone: 902-656-3371
Fax: 902-656-3207
Products: Lobster, Quahogs (Littleneck Clam)
— Fresh, live
Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 90%
Number of Employees: 6
Type of Business: Processor, Exporter
Production Period: Year round

R. CROWELL EEL PROCESSOR LTD. & SMOKERY

P.O. Box 10, Site 2, Glenwood
Yarmouth County, NS
B0W 1W0
Contact: Dianne Crowell, Owner/Manager

Telephone: 902-643-2344
Fax: 902-643-2882
Products: Eels — Fresh, frozen, live, smoked;
Mackerel, Herring — Frozen, smoked; Alewives
— Fresh, frozen, smoked
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 90%
Number of Employees: 5
Type of Business: Processor
Production Period: Year round

R. ROYLE & CO. LIMITED

P.O. Box 1504
Halifax, NS
B3J 2Y3
Contact: Bob Royle, President
Telephone: 902-492-1918
Fax: 902-492-1953
Products: Shrimp (IQF) — Frozen; Halibut —
Fresh; Arctic Char, Herring, Dogfish, Cod,
Haddock
Annual Sales Range: 2.5 — 10M
Percent of Sales Exported: 98%
Number of Employees: 2
Type of Business: Exporter
Production Period: Year round
Brands: Royle
Countries of Interest: United States, United
Kingdom, Sweden, Denmark, Norway,
Switzerland, Japan, Korea, China

R.I. SMITH CO., LIMITED.

P.O. Box 9
Shag Harbour, NS
B0W 3B0
Contact: Elnathan D. Smith, President
Telephone: 902-723-2380
Fax: 902-723-2541
Products: Cod, Pollock, Hake, Cusk —
Salted/dried; Lobster — Live
Annual Sales Range: 10 — 50M
Percent of Sales Exported: 75%
Number of Employees: 35 — 40
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Seahorse
Countries of Interest: Mexico, Brazil,
Venezuela

RICHMOND FISHERIES LTD.

P.O. Box 40
Petit de Grat, NS
B0E 2L0
Contact: Charles Smith, General Manager
Alfred Boudreau, Office Manager
Telephone: 902-226-2510
Fax: 902-226-1344
Products: Groundfish, Ocean Perch — Fresh,
frozen; Fish Meal, Fish Oil
Annual Sales Range: 2.5 — 10M
Percent of Sales Exported: 95%
Number of Employees: 300
Type of Business: Processor
Production Period: Year round

RIO IMPORT & EXPORT LTD.

P.O. Box 1343
Dartmouth, NS
B2Y 4B9
Contact: Claude D. Oppedisano, President
Telephone: 902-466-2077
Fax: 902-466-7277
Products: Turbot, Scallops, Eels, Shad, Greysole,
Shrimp
Annual Sales Range: 10 — 20M
Percent of Sales Exported: 75%
Number of Employees: 4
Type of Business: Trader
Production Period: Year round
Brands: Rio Import & Export Ltd., Crystal
Seas Ltd.

RISSERS LOBSTER POUND LTD.

West Dublin
Lunenburg County, NS
B0C 1C0
Contact: Gerald Risser, Owner
Telephone: 902-688-2027
Fax: 902-688-2522
Products: Lobster — Fresh, live, whole-in-shell;
Mussels — Fresh, whole-in-shell
Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 50%
Number of Employees: 4
Type of Business: Aquaculture, Exporter,
Wholesaler
Production Period: August — June

NOVA SCOTIA

ROBINSON CHARTER CO. LTD.

R.R. #3
Granville Ferry, NS
BOS 1K0
Contact: Edward Robinson, Owner
Telephone: 902-532-5747
Products: *Scallops, Groundfish — Fresh*
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 90%
Number of Employees: 20 – 30
Type of Business: Processor
Production Period: Year round

RYER & RYER LOBSTERS LTD.

Indian Harbour
Halifax County, NS
BOJ 3J0
Contact: Roger Fisher, President
Telephone: 902-823-2822
Fax: 902-823-2219
Products: *Lobster — Live*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 70%
Number of Employees: 5 – 12
Type of Business: Processor, Exporter,
Wholesaler
Production Period: Year round

S.P.A. CO-OP LTD.

R.R. #2
St. Peter's, NS
BOE 3B0
Contact: Robert Cotton, President
John MacDonald, Manager
Telephone: 902-535-2623/2014
Fax: 902-535-3148
Products: *Atlantic Salmon, Steelhead Salmon — Fresh, smoked, portioned; Arctic Char (fillets) — Fresh, frozen, smoked, gift pack; Rainbow Trout — Fresh, frozen, smoked*
Annual Sales Range: Less than 0.5M
Number of Employees: 5
Type of Business: Aquaculture
Production Period: Arctic char year round
Brands: *Bras d'Or Char*

SABLE FISH PACKERS (1988) LIMITED

P.O. Box 69, South Side
Clark's Harbour
Shelburne County, NS
BOW 1P0
Contacts: J. Gary Black,
Sales & Plant Manager
B.A. Blades, President
Telephone: 902-745-2500
Fax: 902-745-3270
Products: *Groundfish (Haddock, Pollock, Cusk, Hake) — Fresh, frozen, salted/dried, dressed; Cod — Fresh, frozen, salted/dried, headed & gutted; Herring — Frozen, salted/dried, roe; Lobster — Live; Tuna — Fresh, dressed; Shark, Hagfish — Fresh, frozen*
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 80%
Number of Employees: 300
Type of Business: Processor, Exporter
Production Period: Year round
Brands: *Sable*

SALT WATER FISHERIES LTD.

P.O. Box 88, Wedgeport
Yarmouth County, NS
BOW 3P0
Contact: Glen Surette, Manager/Owner
Gary Pothier, Manager/Owner
Telephone: 902-663-2296 or 742-2706
Products: *Herring — Frozen, roe; Tuna — Fresh*
Number of Employees: 10 – 70
Type of Business: Processor, Exporter
Production Period: July – November

SAMBRO FISHERIES LIMITED

Sambro Post Office
Halifax County, NS
BOJ 2Y0
Contact: Douglas Garrison, Plant Manager
Samuel Elsworth, President
Telephone: 902-868-2140
Fax: 902-868-2596
Products: *Haddock — Fresh, frozen, salted/dried, dressed; Cod — Fresh, frozen, salted/dried, headed & gutted; Hake, Pollock — Fresh, salted/dried, dressed; Halibut, Swordfish — Fresh, frozen, dressed; Lobster — Fresh, dressed; Grey Sole — Fresh, frozen*

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 40%
Number of Employees: 16
Type of Business: Processor
Production Period: Year round

SANS SOUCI SEAFOODS LTD.

P.O. Box 163 (Mood Road)
Tusket, NS
BOW 3M0
Contact: Bill Veinot, General Manager
Telephone: 902-648-3427
Fax: 902-648-3012
Products: *Cod, Hake, Cusk, Pollock — Salted*
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 85%
Number of Employees: 140
Type of Business: Processor, Exporter
Production Period: Year round
Brands: *Sans Souci, Rico Seco*
Countries of Interest: All

SCHOONER SEAFOODS LTD.

Wedgeport
Yarmouth County, NS
BOW 3P0
Contact: Michael P. Nowinski, General Manager
Telephone: 902-663-2521
Fax: 902-663-4695
Products: *Frozen Herring — Fillets, round, headless, roe*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 98%
Number of Employees: 160
Type of Business: Processor, Exporter
Production Period: May – February
Brands: *Schooner Seafoods*

SCOTIA GARDENS SEAFOOD INC.

P.O. Box 868
Yarmouth, NS
B5A 4K4
Contacts: Tim Kaiser, General Manager
Telephone: 902-742-2411
Fax: 902-742-1595
Products: *Sea Scallops — Fresh, frozen, roe; Herring — Frozen, roe; Groundfish — Fresh, frozen, salted*

NOVA SCOTIA

Annual Sales Range: 5M
Percent of Sales Exported: 90%
Number of Employees: 150
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Pick O Sea, Kennebec, Old English

SEA CREST FISHERIES LTD.

P.O. Box 94
Saubnierville, NS
B0W 2Z0
Contact: Brian Saulnier, President
Telephone: 902-769-2816
Fax: 902-769-0866
Products: Herring — Frozen, salted/dried, roe
Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 94%
Number of Employees: 50 — 125 (peak season)
Type of Business: Processor
Production Period: May — November
Brands: Sea Crest

SEA SMOKERS LTD.

Lower Eel Brook
Yarmouth County, NS
B0W 2X0
Contact: J. David Surette, President
Telephone: 902-648-2872
Products: Cod, Haddock, Wolffish, Monkfish —
Fresh; Pollock, Hake, Cusk — Salted
Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 40 — 50%
Number of Employees: 8
Type of Business: Processor, Wholesaler
Production Period: Year round, (Peak season
April — October)

SEA STAR SEAFOODS LTD.

P.O. Box 220
Clark's Harbour
Shelburne County, NS
B0W 1P0
Contact: Adlai Cunningham, President
Fenton Cunningham, Sales Manager
Telephone: 902-745-2925
Fax: 902-745-2129
Products: Groundfish — Fresh, salted/dried

Annual Sales Range: 10 — 15M
Percent of Sales Exported: 60%
Number of Employees: 45
Type of Business: Processor, Exporter
Production Period: Year round

SEA WINDS FISHERIES INC.

R.R. #3, Granville Ferry
Annapolis County, NS
B0S 1K0
Contact: Michael Longmire, President
Kevin Hudgins, Plant Manager
Telephone: 902-532-2889
Fax: 902-532-7018
Products: Scallops, Groundfish — Fresh, frozen
Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 90%
Number of Employees: 25
Type of Business: Processor
Production Period: Year round
Brands: Sea Winds

SEABRIGHT SMOKEHOUSES LTD.

Box 638
R.R. #1, Tantallon
Halifax County, NS
B0V 3J0
Contact: Simon Krasemann, Manager
Dan Turner, Manager
Telephone: 902-823-2465
Fax: 902-823-2465
Sales Offices/Agents: Marchés Transatlantique,
4709 St. Denis, Montreal, QC
Telephone: 514-287-3530
Fax: 514-287-3510
Products: Atlantic Salmon, Smoked Salmon
Pâté — Fresh, frozen, smoked, portioned, special-
ity pack, gift pack; Scallops — Fresh, smoked;
Shrimp, Scallops — Smoked; Haddock, Cod
Annual Sales Range: 0.5 — 2.5M
Percent of Sales Exported: 80%
Number of Employees: 7
Type of Business: Seafood Processor
Production Period: Year round
Brands: Northern Guides, Seabright
Countries of Interest: Japan, European Union

SEAFREEZ FOODS INC.

32 Beckfoot Drive
Dartmouth, NS
B2Y 4C8
Contacts: David Bollivar, Vice President,
Operations
Glen Feltmate, Sales Manager
Telephone: 902-469-5004
Fax: 902-461-9689
Sales Offices/Agents:
Seafreez Foods Inc.
198 Water Street
Corner Brook, NF, A2H 3E4
Products: Cod — Fresh, frozen, salted/dried;
Turbot, Perch — Fresh, frozen
Annual Sales Range: 50M+
Percent of Sales Exported: 90%
Number of Employees: 1,300
Type of Business: Processor
Production Period: Year round
Brands: Seafreez

SEASIDE FISHERIES LTD.

Shag Harbour
Shelburne County, NS
B0W 3B0
Contact: Brian Banks, President
Telephone: 902-723-2032
Fax: 902-723-2871
Products: Lobster — Live; Cod, Hake, Pollock
— Salted/dried
Annual Sales Range: 5 — 10M
Percent of Sales Exported: 100%
Number of Employees: 6
Type of Business: Processor, Exporter
Production Period: Year round
Countries of Interest: Dominican Republic,
Italy

SELDON MILLER FISHERIES LTD.

R.R. #1, Hubbards
Lunenburg County, NS
B0J 1T0
Contact: Lawson Miller, President
Telephone: 902-857-9561
Fax: 902-228-2474
Products: Mackerel — Fresh; Haddock —
Fresh, dressed; Cod — Fresh, headed & gutted

NOVA SCOTIA

Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 30%
Number of Employees: 7
Type of Business: Processor, Exporter
Production Period: Year round
Countries of Interest: United States, Japan

SFT VENTURE

R.R. #1
Hubbards, NS
BOJ 1T0
Contact: Andy Schmare, Managing Director
Jill Speirs, Sales Administrator
Telephone: 902-228-2579
Fax: 902-228-2297
Products: Oysters (European), Oysters (native)
— Live, whole-in-shell
Annual Sales Range: Less than 0.5M
Percent of Sales Exported: 95%
Number of Employees: 9
Type of Business: Aquaculture, Exporter
Production Period: Year round
Brands: Mountain Island

SHAG HARBOUR FISHERIES LTD.

P.O. Box 69
Shag Harbour
Shelburne County, NS
BOW 3B0
Contact: Wayne Banks, President
Telephone: 902-723-2361
Fax: 902-723-2568
Products: Lobster — Live; Cod, Hake, Pollock
— Salted/dried
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 7 – 25
Type of Business: Processor, Exporter,
Wholesaler
Production Period: Lobster (December – July),
Fish (May – December)
Countries of Interest: Asia and Europe (Live
lobster)

SHORELINE FISHERIES LTD.

P.O. Box 59
Wood's Harbour, NS
BOW 2E0
Contact: Joel Nickerson, President
Telephone: 902-723-2525
Fax: 902-723-2601
Products: Cod, Pollock, Hake, Cusk — Salted;
Lobster — Live
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 100%
Number of Employees: 5
Type of Business: Processor
Production Period: Year round

SILVER ROE SEAFOODS LIMITED

P.O. Box 71
Pubnico, NS
BOW 2W0
Contact: Robert Amirault, Manager
Dennis D'Eon, President
Telephone: 902-762-3003
Fax: 902-762-3013
Products: Herring — roe; Perch — fillets;
Lobster — live; Mackerel, Groundfish — Fresh;
Oysters, Monkfish
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 80%
Number of Employees: 10 – 90
Type of Business: Processor
Production Period: Year round
Brands: Silver Roe, Atlantic Quality
Countries of Interest: England, Korea, Japan,
United States (West Coast)

ST. MARY'S BAY FISHERIES LTD.

P.O. Box 160
Meteghan, NS
BOW 2J0
Contact: Marcel Muisse, Manager
Jacques Venne, Production Manager
Telephone: 902-645-2417
Fax: 902-645-2929
Products: Groundfish — Fresh, frozen,
salted/dried, dressed; Lobster — Live; Herring —
Roe
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 70 – 75%

Number of Employees: 75 – 100 (peak season),
8 – 10 (off season)
Type of Business: Processor, Exporter
Production Period: Year round
Brands: St. Mary's Bay Fisheries

STODDARD FISHERIES (1988) LTD.

P.O. Box 89
Clark's Harbour, NS
BOW 1P0
Contact: Mitchell O. Nickerson,
President/General Manager
Ira A. Maxwell, Plant Manager
Telephone: 902-745-2250
Fax: 902-745-1262
Products: Cod — Salted/dried, speciality pack
(boneless cod); Cusk, Hake, Pollock — Speciality
pack; Haddock, Halibut — Fresh
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 70%
Number of Employees: Seasonal
Type of Business: Processor,
Wholesaler/Distributor
Production Period: Fresh (January – March),
Pickled & Dry (June – October)

SWIM'S CANADA INC.

P.O. Box 8270 "A"
Halifax, NS
B3K 5L9
Contact: Tony M. Swim, President, G.M.
Telephone: 902-429-1800
Fax: 902-429-5400
Products: Lobster — Fresh, frozen, live, whole-
in-shell; Eels — Fresh, frozen, live, smoked;
Groundfish (Pollock, Cusk, Hake) — Fresh,
frozen, salted/dried, dressed; Cod — Fresh,
frozen, salted/dried, headed & gutted; Oysters,
Mussels, Periwinkles, Clams — Fresh, frozen,
live, whole-in-shell
Annual Sales Range: 25 – 50M
Percent of Sales Exported: 95%
Number of Employees: 45
Type of Business: Processor, Exporter
Production Period: Year round
Countries of Interest: Asia, Europe,
North America

NOVA SCOTIA

T. ITO TRADING (N.S.) LTD.

Maritime Centre
1505 Barrington Street
Halifax, NS
B3J 3K5

Contact: *Toshihide Ito, President/Owner*

Telephone: 902-422-8157

Fax: 902-425-7882

Products: *Lobster — Frozen, live; Herring — Roe; Sea Urchins, Tuna*

Annual Sales Range: 5 – 12M

Percent of Sales Exported: 95%

Number of Employees: 5

Type of Business: *Fish Broker, Exporter*

Countries of Interest: *Japan*

TAI-PAN LOBSTER INC.

General Delivery, Meteghan
Digby County, NS
B0W 2J0

Contact: *Allan L. Robicheau*

Telephone: 902-645-2895

Fax: 508-352-7565

Sales Offices/Agents:

B & M Fisheries Ltd.

Georgetown, MA

Allan Robichaud

Phone: 508-352-6663

Products: *Lobster — Live*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 5

Type of Business: *Exporter*

Production Period: *Year round*

THE FISH BASKET LTD.

P.O. Box 578
Eastern Passage
Halifax County, NS
B3G 1M8

Contact: *Reginald P. Hartlen, President*
Margaret Perry, Sales & Production

Telephone: 902-465-6330

Fax: 902-465-2572

Products: *Haddock — Fillets, fresh, frozen, salted/dried, dressed; Cod — Fillets, fresh, frozen, salted/dried, headed & gutted; Pollock, Hake, Herring, Mackerel — Salted; Lobster — Live*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 10%

Number of Employees: 22 – 40

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Fish Basket*

TRASA IMPORT EXPORT

1574 Argyle Street
Suite 4, Box 12
Halifax, NS
B3J 2B3

Contact: *Rodolfo Meloni, President*

Luigi Benigno, Vice President

Telephone: 902-422-0066

Fax: 902-455-8958

Products: *Lobster — Live; Seafood — Frozen*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 100%

Number of Employees: 2

Type of Business: *Exporter*

US FOUR FISHERIES LTD.

P.O. Box 88 Meteghan
Digby County, NS
B0W 2J0

Contact: *Lionel Leblanc, Manager*

Telephone: 902-645-3455

Fax: 902-645-2613

Products: *Haddock, Sole, Scallops, Ocean Perch — Fresh; Pollock, Cod, White Hake, Cusk — salted/dried*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 70%

Number of Employees: 50

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Countries of Interest: *United States, Europe*

VICTORIA CO-OPERATIVE FISHERIES LTD.

Neil's Harbour, NS
B0C 1N0

Contact: *Lloyd Lamey, Manager*

Telephone: 902-336-2541

Fax: 902-336-2400

Products: *Mackerel, Grey Sole — Frozen; Cod, Hake, Pollock — Salted; Groundfish — Fresh*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 25%

Number of Employees: 70

Type of Business: *Processor, Exporter*

Production Period: *May – December*

W. SEARS SEAFOODS LTD.

Shag Harbour, NS
B0W 3B0

Contact: *Gregory Sears, President*

Telephone: 902-723-2034

Fax: 902-723-2919

Products: *Pollock, Cod — Salted/dried; Lobster — Live*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 85%

Number of Employees: 12 – 15

Type of Business: *Processor, Exporter*

Production Period: *Year round*

W.C. NICKERSON FISHERIES LIMITED

Crowell's P.O. Box 69
Shelburne County, NS
B0W 1S0

Contact: *Robert L. Nickerson, Manager*

William C. Nickerson, President

Telephone: 902-637-2546

Fax: 902-637-1963

Products: *Cod, Pollock — Salted/dried; Haddock — Fresh*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 70%

Number of Employees: 10

Type of Business: *Processor*

Production Period: *June – December*

W.H. ATKINSON SEAFOOD LIMITED

P.O. Box 392
1337 Centreville — South Side Road
Clark's Harbour, NS
B0W 1P0

Contact: *Peter Atwood, President*

Telephone: 902-745-2937

Fax: 902-745-1390

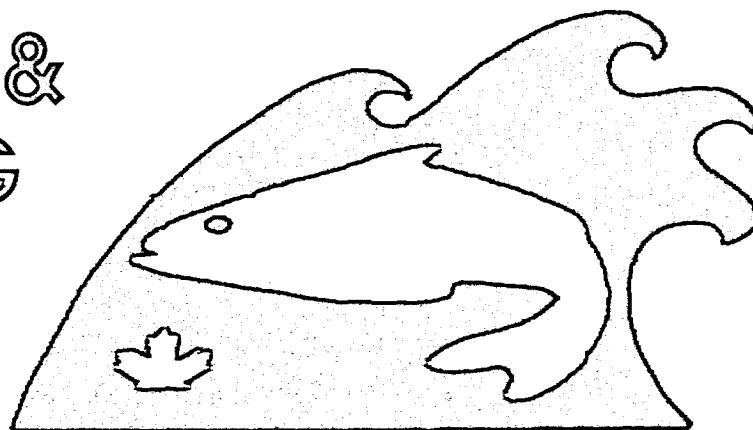
Products: *Cod, Hake, Cusk, Pollock — Salted*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 75%

**IMPORTING &
EXPORTING
OF
QUALITY
SEAFOOD**

**Tel. (902) 466-2077
Fax (902) 466-7277
Telex 019-21501**



RIO

**RIO IMPORT & EXPORT
P.O. Box 1343
Dartmouth, N.S.,
Canada B2Y 4B9**

Number of Employees: 30
Type of Business: Processor, Exporter,
Wholesaler/Distributor
Production Period: Year round
Brands: Islander

WEST BAY SEAFOODS LTD.

Clark's Harbour
Shelburne County, NS
B0W 1P0
Contact: Rahn O'Connell, President
Blanche O'Connell, Secretary
Telephone: 902-745-2642
Fax: 902-745-1753

Products: Lobster — Live; Cod, Pollock,
Haddock — Fresh, smoked, salted/dried;
Swordfish, Halibut -Fresh, frozen; Mackerel,
Herring — Fresh, frozen, smoked, salted/dried

Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 90%
Number of Employees: 4
Type of Business: Processor
Production Period: Year round
Brands: West Bay Seafoods

**WILBUR-ELLIS COMPANY OF
CANADA LTD.**

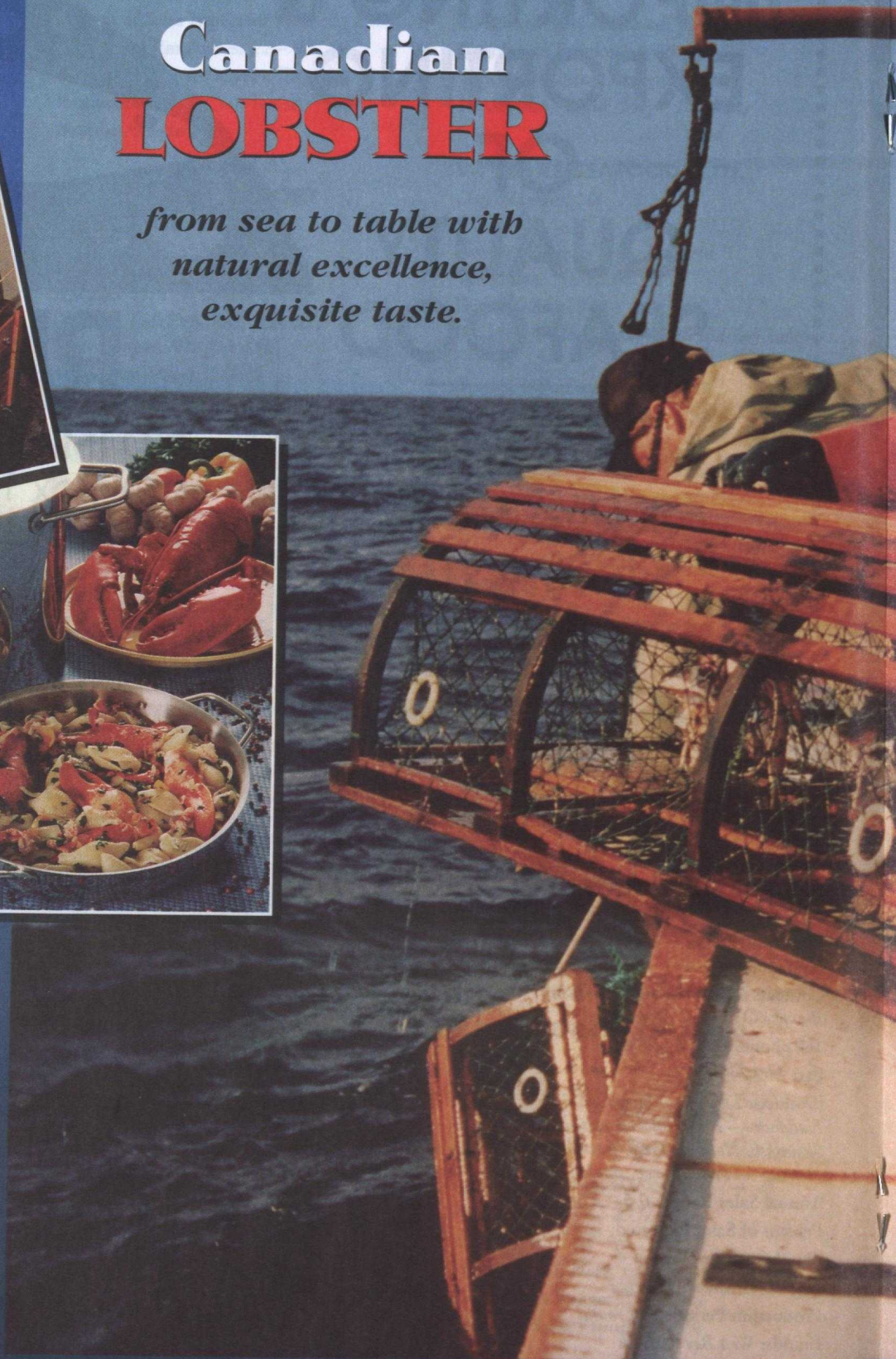
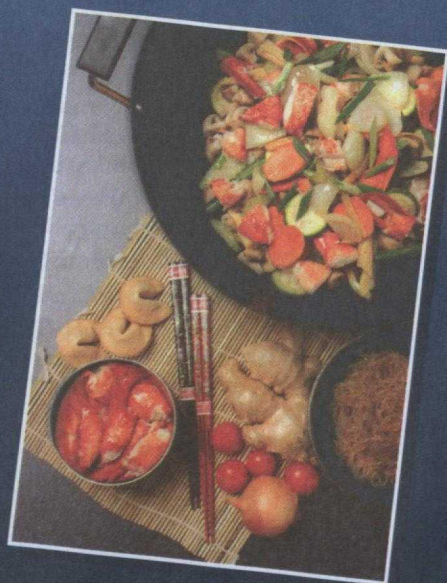
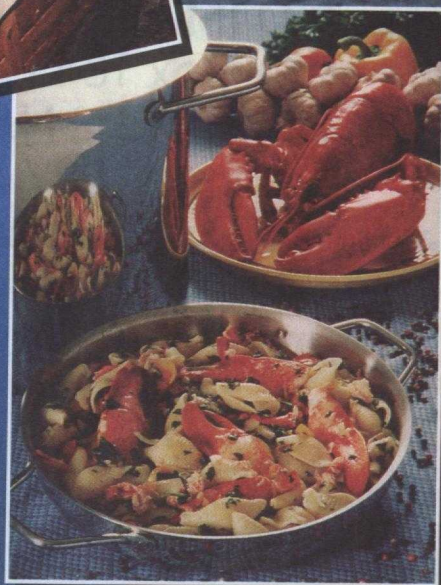
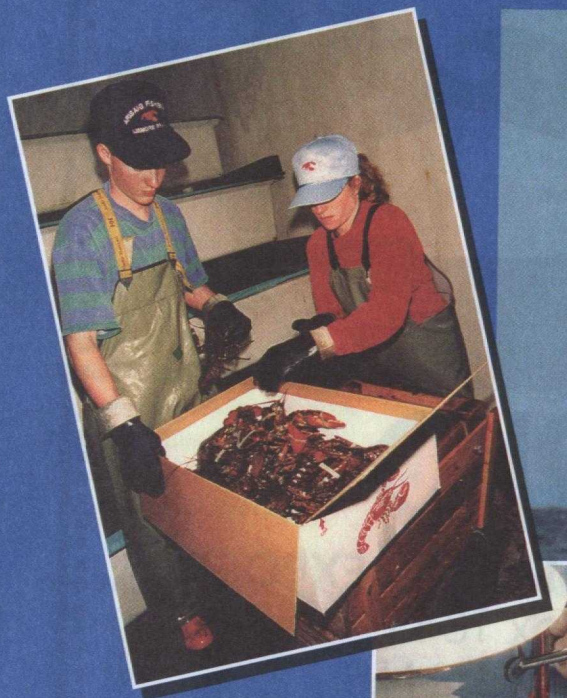
15 Dartmouth Road, Suite 310
Bedford, NS
B4A 3X6
Contact: T. Casey Lynch, Manager
Telephone: 902-835-5544
Fax: 902-835-6555

Products: Groundfish, Pelagics — Frozen;
Lobster, Crab — Frozen, canned; Fish meal, Fish
oil

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 50%
Type of Business: Exporter, Trader

Canadian **LOBSTER**

*from sea to table with
natural excellence,
exquisite taste.*





For your free Canadian Lobster Kit (including Buyer and User Guides) send your name, address (including country), phone/fax, and type of business to:

CALPA
Beach Point,
Prince Edward Island,
Canada C0A 1V0
Ph: 902 962-3069
Fax: 902 962-4207

ONTARIO

**A & A MARINE &
DRYDOCK CO. LTD**

P.O. Box 1236
Blenheim, ON
N0P 1A0

Contact: *George Anderson, President*

Telephone: 519-676-2030

Fax: 519-676-4343

Products: *Freshwater fish, Yellow Lake Perch,
White Perch, Yellow Pickerel/Walleye, White
Bass, Whitefish — Fresh, frozen*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 80%

Number of Employees: 25

Type of Business: *Processor*

Production Period: *Year round*

Brands: *A & A Marine*

AG-COM TRADING INC.

190 Thames Road East
Exeter, ON
N0M 1S3

Contact: *Wes Petch, Vice President*

Bill Strong, President

Telephone: 519-235-2520

Fax: 519-235-2627

Products: *Capelin, Greenland Halibut (Turbot),
Mackerel, Smelt, Whelks, Sea Cucumber,
Geoduck Clam — Frozen*

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 95%

Number of Employees: 9

Type of Business: *Trader*

Production Period: *Seasonal*

Countries of Interest: *Pacific Rim*

ALL SEASONS FISHERIES

3595 St. Clair Avenue East
Unit 15
Scarborough, ON
M1K 1L8

Contact: *Eddie Li, Vice President*

Telephone: 416-265-7900

Fax: 416-265-1278

Products: *Lobster — Live; Salmon — Fresh,
smoked; Tuna — Fresh; Groundfish — Fresh,
frozen*

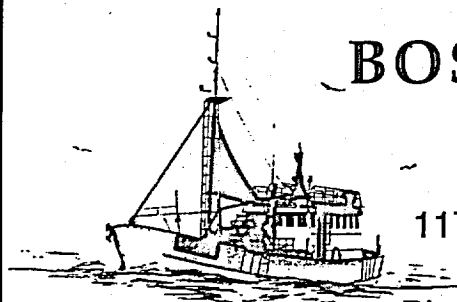
Annual Sales Range: 10 – 50M

Percent of Sales Exported: 20%

Number of Employees: 50

Type of Business: *Wholesaler/Distributor*

Production Period: *Year round*



BOS SMOKED FISH INC.

SMOKED FISH DELICACIES

1175 Pattullo Ave., Woodstock, Ont. N4S 7V8

Phone: (519) 537-5000

Fax: (519) 537-5522

PROCESSORS AND DISTRIBUTORS OF THE
HIGHEST QUALITY SMOKED FISH
PRODUCTS.

SPECIALIZING IN GREAT LAKES FISH, MACKEREL,
EEL, HERRING, RAINBOW TROUT, AND MORE.



ONTARIO

ALL TEMP FOODS LTD

Wharf Lots 1 & 2
P.O. Box 28
Kingsville, ON
N9Y 2E8

Contacts: Vito Peralta, President
Jerry Chapman, Sales Manager
Telephone: 519-733-9533
Fax: 519-733-9899

Products: Yellow Perch, Yellow Pickerel/Walleye,
Whitefish — Fresh, frozen, portioned, roe,
dressed; White Bass, White Perch — Fresh,
frozen, portioned, dressed

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 80%
Number of Employees: 45

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: Year round
Brands: Etna

ARMCAN SALES LIMITED

55 Queen Street East
Suite 302
Toronto, ON
M5C 1R6

Contact: Raffi Baler, Treasurer
Telephone: 416-362-8008
Fax: 416-862-7277

Products: Salmon — Smoked
Production Period: Year round
Brands: Non-branded, Private label possibilities

BOS SMOKED FISH INC.

1175 Patullo Avenue
Woodstock, ON
N4S 7V8

Contact: Rein Bos
Klaas Bos
Telephone: 519-537-5000
Fax: 519-537-5522

Products: Smoked Mackerel Fillets; Smoked
Trout Fillets; Whitefish, Chubs, Lake Trout,
Ciscoe, Eel, Salmon, Schillerlocken — Smoked

Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 15%
Number of Employees: 8

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: Year round
Brands: BOS Seafood

BRANSON TRADING LIMITED

48 Hartfield Rd.
Etobicoke, ON
M9A 3C9

Contact: Dan Branson, Sales Manager
Telephone: 416-237-1454
Fax: 416-237-1840

Products: Cod, Hake, Pollock — Salted;
Mackerel — Frozen, pickled; Alewives —
Pickled; Herring — Smoked

Annual Sales Range: 2.0 – 4.5M
Percent of Sales Exported: 90%
Number of Employees: 5

Type of Business: Exporter, Trader,
Wholesaler/Distributor

BRT TRADING LTD

R.R. #7
Peterborough, ON
K9J 6X8

Contact: Barb Chappell, Manager
Chuck Jenkins, Trader
Telephone: 705-295-6833
Fax: 705-295-4707

Products: Groundfish — Frozen, salted/dried,
portioned; Herring (Whole round meal) — Fresh,
frozen; Mackerel (Whole round) — Frozen;
Lobster — Fresh, frozen, canned, portioned,
whole-in-shell; Redfish

Annual Sales Range: 2.5 – 10M
Type of Business: Exporter, Trader
Production Period: Year round

CAN-ICE INC.

27 Casebridge Court, Unit 9
Scarborough, ON
M1B 4Y4

Contacts: Thor Nicolaison
Iris Nicolaison
Telephone: 416-283-4623
Fax: 416-283-4656

Telex: 06217511
Answerback: CANICE TOR

Products: Pollock, Hake, Cusk — Frozen,
salted/dried, dressed, fillets (block, IQF, layer
shatter); Halibut, Turbot, Flounder — Frozen,
dressed, fillets (block, IQF, layer shatter);
Lumpfish, Herring, Mackerel — Frozen, smoked,
salted/dried, speciality pack, fillets (block, IQF,
layer shatter); Shrimp (*Pandalus borealis*) —
Frozen, whole-in-shell; Lobster, Crab, Scallops —
Frozen, portioned, speciality pack, whole-in-shell;
Herring, Lumpfish, Cod — Roe; Cod — Frozen,

salted/dried, headed & gutted, fillets (block, IQF,
layer shatter)

Annual Sales Range: 10 – 50M
Percent of Sales Exported: 50%
Number of Employees: 7
Production Period: Year round
Type of Business: Exporter, Trader

CANA FOODS INC.

3080 Yonge Street
Suite 2000
Toronto, ON
M4N 3N1

Contact: R. Thickett, Export Market Manager
Telephone: 416-480-8900
Fax: 416-480-8950
Telex: 06217644

Answerback: PACKERS

Sales Offices: In USA: Boston, MA; Seattle, WA
In CANADA: Montreal, QC; Toronto, ON;
Halifax, NS

Products: Salmon — Fresh, frozen, breaded/pre-
pared, portioned, dressed, speciality pack; Cod —
Frozen, salted, portioned, headed & gutted;
Monkfish, Dogfish, Skate — Fresh, frozen, por-
tioned, speciality pack; Lobster — Frozen, por-
tioned, speciality pack; Cusk, Hake, Pollock —
Frozen, salted/dried, portioned, speciality pack;
Mackerel, Herring — Frozen, salted/dried, por-
tioned, dressed, speciality pack; Halibut, Shrimp,
Smelt, Perch — Frozen, portioned, dressed, spe-
ciality pack; Surimi — Frozen

Annual Sales Range: 100M+
Percent of Sales Exported: 45 – 60%
Number of Employees: 25

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

Production Period: Year round
Brands: Five Oceans, Cana, Maple Leaf
Countries of Interest: All

CAPTAIN FATS LTD.

P.O. Box 35, South Dock
Goderich, ON
N7A 3Y5

Contact: Rob Koestler
Ron Moody

Telephone: 519-524-9211
Products: Perch, Whitefish, Pickerel — Fresh,
frozen
Annual Sales Range: Less than 0.5M
Number of Employees: 8

Type of Business: *Processor, Wholesaler*
Production Period: *March - December*

COLD WATER FISHERIES LTD.

P.O. Box 385
54 Vankoughnet St. E
Little Current, ON
POP 1K0

Contact: *Karen Tracey, Vice President*
Telephone: 705-368-3753

Fax: 705-368-3809

Products: *Rainbow Trout, Arctic Char — Fresh, frozen, dressed, fillet, smoked*

Annual Sales Range: *2 - 5M*

Percent of Sales Exported: *10 - 15%*

Number of Employees: *25 - 30*

Type of Business: *; Aquaculture, Processor, Wholesaler/Retailer*

Production Period: *Year round*

Brands: *Manitoulin Brand*

Countries of Interest: *All (Price and market driven)*

COUPRIE, FENTON INC.

18 Medulla Avenue
Toronto, ON
M8Z 5L5

Contact: *Peter Parkinson*

Telephone: 416-231-4622

Fax: 416-231-0475

Telex: 06-984742

Answerback: *COUFEN*

Products: *Salmon, Lobster, Dogfish, Monkfish, Skate, Crab, Eels, Flounder, Squid*

Annual Sales Range: *50M*

Percent of Sales Exported: *30%*

Number of Employees: *12*

Type of Business: *Exporter, Trader, Distributor*

ERIEAU PACKERS LTD.

P.O. Box 10, Mariners Road
Erieau, ON
N0P 1N0

Contact: *Jack Demeurichy, Plant Manager*

Telephone: 519-676-3331

Fax: 519-676-6761

Products: *Yellow Perch, Bass, Pickerel, White Perch — Fresh, frozen; Whitefish — Fresh*

Annual Sales Range: *2.5 - 10M*

Percent of Sales Exported: *90%*

Number of Employees: *35*

Type of Business: *Processor*
Production Period: *February - December*

EXCLUSIVE SMOKED FISH INC.

43 Mulock Avenue
Toronto, ON
M6N 3C3

Contact: *Keith B. Jackson, General Manager*

Telephone: 416-766-6007

Fax: 416-766-7313

Products: *Salmon — Smoked*

Annual Sales Range: *0.5 - 2.5M*

Number of Employees: *6*

Type of Business: *Processor, Wholesaler*

EXPORT PACKERS COMPANY LIMITED

250 Summerlea Road
Brampton, ON
L6T 3V6

Contact: *David Rubenstein, V.P. — Seafood*
Peter Kuong, Manager — Far East Division

Telephone: 416-792-9700

Fax: 416-792-3569/7421

Telex: 06-988533

Answerback: *EXPACK*

Sales Offices/Agents: *In Canada: Toronto, ON; Vancouver, BC*

In USA: New Jersey, Tampa

Abroad: Bahamas

Products: *Seafood — Frozen, canned, smoked, salted/dried, breaded/prepared, dressed, whole-in-shell*

Annual Sales Range: *50M+*

Percent of Sales Exported: *15 - 20%*

Number of Employees: *150*

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

Production Period: *Year round*

Brands: *Ocean Jewel, Family Delight*

FEATURE FOODS LTD.

15 Meteor Drive
Toronto, ON
M9W 1A3

Contact: *Lorne Krongold, Vice President*
Wilf Howe, Manager

Telephone: 416-675-7350

Fax: 416-675-7428

Products: *Herring — Fresh, marinated*

Annual Sales Range: *2.5 - 10M*

Percent of Sales Exported: *20%*

Number of Employees: *30*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Feature*

GENTRO FOODS INC.

61 Shieling Crescent
Kingston, ON
K7M 4M7

Contact: *S. Haliotis, President*

Telephone: 613-384-7969

Fax: 613-384-8494

Products: *Salmon — Canned*

Annual Sales Range: *0.5 - 2.5M*

Percent of Sales Exported: *50%*

Number of Employees: *3*

Type of Business: *Exporter, Trader*

Brands: *Vary according to request of buyer*

Countries of Interest: *European Union, Egypt, Middle East, South America*

GOLD STAR SMOKED FISH

70 Hanlan Road, Unit 4
Woodbridge, ON
L4L 3P6

Contact: *Edward Salganov, General Sales Manager*

Telephone: 416-851-6036

Fax: 416-851-8201

Products: *Salmon, Whitefish, Eels, Sturgeon, Shad — Smoked*

Annual Sales Range: *0.5 - 2.5M*

Percent of Sales Exported: *40%*

Number of Employees: *Varies*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Gold Star*

HENRY H. MISNER LTD.

Harbour Street
Port Dover, ON
N0A 1N0

Contact: *Donald Misner, General Manager*

Telephone: 519-583-1811

Fax: 519-583-1529

Products: *Yellow Perch, Yellow Pickerel, White Perch — Fresh, frozen, breaded/prepared, filleted; Lake Smelt — Fresh, frozen, breaded/prepared, dressed; White Bass — Fresh, frozen, dressed, filleted*

ONTARIO

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 80%
Number of Employees: 25
Type of Business: Processor
Production Period: Year round
Brands: Long Point, Sea-Fare

INLAND SEA PRODUCTS LTD.

P.O. Box 510
288 Railway Street
Southampton, ON
N0H 2L0

Contacts: William Jackson, Owner
Margo MacDonald, Sales

Telephone: 519-797-5422

Fax: 519-797-2132

Products: Whitefish — Fresh, frozen, dressed;
Chub — Fresh, dressed; Yellow Perch

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 95%

Number of Employees: 16 – 18

Type of Business: Exporter,
Wholesaler/Distributor

Production Period: August – July

JAKO FISH INC.

250 Summerlea Road
Brampton, ON
L6T 3V6

Contact: Phil Krant, President

Telephone: 905-791-7227

Fax: 905-791-7740

Products: Sole, Flounder — Frozen; Herring —
Pickled, canned; Mussels — Canned

Annual Sales Range: 10 – 20M

Percent of Sales Exported: 5%

Number of Employees: 1

Type of Business: Wholesaler/Distributor

Production Period: Year round

Brands: Jako

JANES FAMILY FOODS LTD.

2160 Highway #7
Concord, ON
L4K 1W6

Contact: David Mooers, Director of Marketing
& Sales

Telephone: 905-669-1648, ext. 230

Fax: 905-669-6027

Products: Fish & Shellfish — Breaded/prepared

Annual Sales Range: 10 – 50M
Number of Employees: 100+
Type of Business: Processor
Production Period: Year round
Brands: Janes Family Favorites, Crisp &
Delicious, J & J Gourmet, Golden Gate

JER-MAR FOODS

P.O. Box 1114
Windsor, ON
N9A 6P8

Contacts: Mark Goldhar, President
Jerry Goldhar, Secretary/Treasurer

Telephone: 519-256-3474

Fax: 519-258-4455

Products: Yellow Perch — Fresh, frozen; Walleye,
Pickeral, Whitefish, Lake Trout — Fresh, frozen,
dressed

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 50%

Type of Business: Processor

Production Period: Year round

Brands: Jer-Mar

JOST KAUFMANN IMPORT EXPORT CO. LTD.

47 Capital Drive
Nepean, ON
K2G 0E7

Contact: Jost Kaufmann, President

Telephone: 613-226-3887

Fax: 613-226-3907

Products: Yellow Lake Perch (fillets), Pickeral —
Fresh, frozen, portioned, dressed, speciality
packed; Shrimp — Frozen, portioned; Salmon,
Halibut — Frozen; Lobster, Crab

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 55%

Number of Employees: 6

Type of Business: Exporter,
Wholesaler/Distributor

Countries of Interest: Worldwide

KINGSVILLE FISHERMEN'S COMPANY LTD.

P.O. Box 37
Kingsville, ON
N9Y 2E8

Contact: John Murray, Export Manager
Carl Fraser, President

Telephone: 519-733-6534

Fax: 519-733-6959

Products: Yellow Perch, Walleye — Fresh, frozen,
portioned; White Perch, White Bass — Fresh,
frozen

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 50

Type of Business: Processor, Exporter

Production Period: March – December

LOUGHEED FISHERIES LTD.

539 – 2nd Avenue East
Owen Sound, ON
N4K 2G5

Contact: Warren C. Lougheed, President

Telephone: 519-376-1586

Fax: 519-376-1589

Products: Chub, Whitefish — Fresh, frozen,
dressed

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 95%

Number of Employees: 8

Type of Business: Processor, Exporter

Production Period: April – November

Countries of Interest: United States

McLEAN BROTHERS FISHERIES INC.

20 Erie Street South
P.O. Box 128
Wheatley, ON
N0P 2P0

Contact: John Hyatt, Sales Representative

Telephone: 519-825-4656

Fax: 519-825-3277

Products: Yellow Perch — Fresh, frozen,
breaded/prepared, speciality pack; Pickeral
(Walleye), Silver Bass, White Perch — Fresh,
frozen, breaded/prepared, portioned, dressed, spe-
ciality pack

Percent of Sales Exported: 90%

Number of Employees: 50

Type of Business: Processor, Exporter,
Wholesaler/Distributor

Production Period: Year round

Brands: Mac Pac, European Classic

METRO INTERNATIONAL TRADING COMPANY

P.O. Box 71
1395 Lawrence Avenue West
Toronto, ON
M6L 1A7
Contact: Moe Irshad, Director — International Operation
Telephone: 416-652-1117
Fax: 416-656-4910
Products: Fish species available according to season — Fresh, Frozen, Canned
Annual Sales Range: 1M
Percent of Sales Exported: 100%
Number of Employees: 5
Type of Business: Trader, Exporter
Production Period: Year round
Brands: Metro
Countries of Interest: All

MIDLAND SEAFOODS INC.

138 St. Helen Avenue
Toronto, ON
M6H 4A1
Contact: Nuno da Silva, Chief Trader
Telephone: 416-536-5050
Fax: 416-536-7808
Products: Shrimp, Lobster, Scallops, Fish — Frozen
Annual Sales Range: 50M+
Percent of Sales Exported: 20%
Number of Employees: 50
Type of Business: Trader
Brands: Triple Crown

MULTI-NATIONAL SALES LTD

P.O. Box 585
Don Mills, ON
M3C 2T6
Contact: G.R. Homan, G.F. Pogue
Telephone: 416-429-4422
Fax: 416-438-8658
Products: Cod, Pollock, Hake, Cusk — Salted/Dried; Herring — Smoked
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 100%
Number of Employees: 3
Type of Business: Exporter

OCEAN FOOD CO. LTD.

385 Constock Road
Scarborough, ON
M1L 2H3
Contact: Joe F. Nishikaze, President
Telephone: 416-285-6487
Fax: 416-285-4012
Products: Fish Cake (Kamaboko) — Fresh, frozen; Fish Weiners — Fresh, frozen
Annual Sales Range: 0.5 – 2.5M
Number of Employees: 7
Type of Business: Processor
Production Period: Year round
Brands: Ocean-Deli
Countries of Interest: United States

OMSTEAD FOODS LTD.

1 Erie Street South
Wheatley, ON
N0P 2P0
Contact: N. Plumb, Export Sales Manager
Telephone: 519-322-5202
Fax: 519-825-3823
Products: Lakefish, Cisco — IQF frozen, breaded/prepared, portioned, dressed, troll-caught
Annual Sales Range: 50M+
Percent of Sales Exported: 40%
Number of Employees: 500
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Omstead
Countries of Interest: Europe, Asia

ORIAN INCORPORATED

c/o 41 Mutual Street
Toronto, ON
M5B 2A7
Contact: Wayne Bacon, V.P. — Export
Telephone: 416-365-7177
Fax: 416-365-0925
Telex: 06960205
Answerback: MUTUAL TOR
Sales Offices/Agents:
Oriac International
40, Road 254
8th Floor Shell Bldg
Maadi, Digla
Cairo, Egypt
Phone: (203) 352-3529 Fax: (203) 352-2650
Telex: 22328 SORAT UN

Oriac International
1371 Sokak 2/107 Kasman Ismerkezi
35210 Izmir
Turkey
Phone: (51) 835809 Fax: (51) 835892
Oriac Incorporated
205-2700 Broening Highway
Baltimore, Maryland
U.S.A. 21222
Phone: 410-284-1899 Fax: (410) 284-2321
Products: Fish Meal; Dried Cod Heads
Annual Sales Range: 50M+
Percent of Sales Exported: 100%
Number of Employees: 200
Type of Business: Exporter

PELEE TREASURES

94 Queen Street
Kingsville, ON
N9Y 2A2
Contact: Cathie Penner
Guy Wakeford
Telephone: 519-733-8025
Fax: 519-733-9817
Products: Whitefish Caviar
Annual Sales Range: Less than 1M
Percent of Sales Exported: 80%
Number of Employees: 6
Type of Business: Processor, Exporter, Wholesaler
Production Period: September – December
Brands: Pelee Gold, Pelee Diamonds
Countries of Interest: Japan, Europe, South America

PILOT MAILING IMPORT & EXPORT

31 Garden Avenue
Toronto, ON
M6R 1H5
Contact: Andrew Jozefowicz, Marketing Manager
Telephone: 416-532-9437
Fax: 416-532-6404
Products: Fish species & products (dependent upon availability) — Canned, smoked, portioned, speciality pack
Annual Sales Range: Less than 0.5M
Number of Employees: 3
Type of Business: Trader

ONTARIO

PRESTEVE FOODS LIMITED

P.O. Box 902, Erie Street South
Wheatley, ON
N0P 2P0

Contact: Ulysses Pratas, Vice President

Telephone: 519-825-4677

Fax: 519-825-4811

Products: Lake Whitefish, Lake Trout, Yellow Pickerel, Yellow Lake Perch, White Lake Perch, Sauger, Lake Smelt, White Bass, Lake Herring, Chubs, Mullet, Crappie, Sunfish, Tullibee, Carp, Northern Pike, Catfish, Bullhead, Sturgeon, Freshwater Drum — Fresh, frozen, smoked; Lake Herring, Whitefish — Caviar

Annual Sales Range: 10M+

Percent of Sales Exported: 80%

Number of Employees: 150

Type of Business: Processor, Exporter, Wholesaler/Distributor

Production Period: Year round

Brands: Presteve, Sofish

Countries of Interest: European Union, Japan

PURVIS BROS. LIMITED

1 Water Street
Silverwater, ON
POP 1Y0

Contact: George Purvis, President

Telephone: 705-283-3131

Fax: 705-283-3131

Products: Whitefish — Fresh, frozen, smoked, roe; Chub, Trout — Fresh, frozen, smoked; Catfish — Fresh, live

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 80%

Number of Employees: 18

Type of Business: Processor, Exporter

Production Period: March – December

Brands: Island Brand

Countries of Interest: United State, Finland

SEAWELL CANADA LTD.

37 Nevada Avenue
Willowdale, ON
M2M 3N9

Contacts: Richard C. Teng, Director

George Shankman, Director

Telephone: 416-221-1333

Fax: 416-250-1813

Sales Offices/Agents: Tokyo, Japan; Hong Kong

Products: Sea Cucumber, Geoduck Clams, Crab, Salmon — Fresh, frozen Lobster

Annual Sales Range: 7 – 10M

Percent of Sales Exported: 90%

Number of Employees: 7

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Sea Horse

Countries of Interest: Far East, South East Asia

SMOKED FISH FACTORY

501 Garyray Drive
Weston, ON
M9L 1P9

Contact: Ron Daiter, Director

Stephen Daiter

Telephone: 416-745-4323

Fax: 416-745-5297

Products: Sockeye Salmon — Frozen, smoked, speciality pack; Coho Salmon — Frozen, smoked, speciality pack, troll-caught

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 5%

Number of Employees: 15

Type of Business: Processor, Exporter

Production Period: Year round

Brands: Epic-Cure

STOLT SEA FARM INC.

4100 Yonge Street, Suite 513
Willowdale, ON
M2P 2B5

Contact: John Taylor, President

Roger Banting, Marketing Manager

Telephone: 416-221-3474

Fax: 416-221-4010

Sales Offices/Agents: Boston

1 Trilling Way, Boston, Mass.

PHONE: 617-423-1312 Fax: 617-423-1461

Washington State

P.O. Box 1870

330 East First Street, Suite 10

Port Angeles, Washington, 98362

Phone: 206-457-8771

Fax: 206-452-5603

Products: Atlantic Salmon — Fresh

Annual Sales Range: 70M

Percent of Sales Exported: 85%

Number of Employees: 300+

Type of Business: Aquaculture

Production Period: Year round

Brands: Sterling

Countries of Interest: United States, Far East

STUART & BEATTY AGRI-PRODUCTS INC.

Suite 17,
275 King Street East
Toronto, ON
M5A 1K2

Contact: Wayne Bacon, President

Telephone: 416-365-7177

Fax: 416-365-0925

Sales Offices/Agents: Dogan & Dogan —
Izmir, Turkey

Oriac International — Cairo, Egypt

Products: Fish Meal — Steam dried, flame
dried

Annual Sales Range: 10M+

Percent of Sales Exported: 100%

Number of Employees: 5

Type of Business: Exporter, Trader

Countries of Interest: Morocco, Tunisia,
Algeria, Egypt, Turkey, Syria, Jordan, Yemen,
Saudi Arabia, Sudan, all of West Africa

SUMMERSWEET FINE FOODS

30 Sims Crescent
Richmond Hill, ON
L4B 1K9

Contact: Steven Muchnik, General Manager

Telephone: 905-889-1190

Fax: 905-889-5607

Products: Seafood — Mousse, pâté

Percent of Sales Exported: 10 – 15%

Type of Business: Manufacturer

Brands: Summersweet Pâtés

Countries of Interest: United States

TOPPITS FOODS LTD.

Suite 201 – 3 Director Court
Woodbridge, ON
L4L 4S6

Contact: Heather Gremont, President

Brandon Gremont, Executive Officer

Telephone: 905-850-8900

Fax: 905-850-8910

Products: All products and species dependent
upon availability

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 5%

Number of Employees: 12

Type of Business: Importer/Exporter

Brands: Toppits Brand

ONTARIO

Countries of Interest: *Norway, New Zealand, United States, Scotland, South Africa*

WINDSOR SEAFOOD LTD.

*1019 Elliot Street
Windsor, ON
N9A 5Z8*

Contact: *Arnold Goldman, President*

Telephone: *519-253-2411*

Fax: *519-253-1511*

Products: *Freshwater Species (according to availability) — Fresh, frozen, portioned; Saltwater Species (according to availability) — Fresh, frozen, portioned*

Annual Sales Range: *1.0 – 2.5M*

Percent of Sales Exported: *25%*

Number of Employees: *5*

Type of Business: *Trader, Wholesaler/Distributor*

Countries of Interest: *United States*

WOODHOUSE INTERNATIONAL MARKETING INC.

*5200 Dixie Road
Unit 17
Mississauga, ON
L4W 1E4*

Contact: *Steve Woodhouse*

Telephone: *905-602-0552*

Fax: *905-602-1710*

Products: *Herring — Smoked; Hake, Pollock, Cod, Cusk — Salted/dried; Mackerel — Frozen; Shellfish (various species) — Fresh, frozen, live, whole-in-shell*

Annual Sales Range: *5 – 10M*

Percent of Sales Exported: *60%*

Number of Employees: *12*

Type of Business: *Importer/Exporter*

Countries of Interest: *Caribbean, South America*

YORK FISH COMPANY LTD.

*795 Alness Street
North York, ON
M3J 2H8*

Contact: *Richard Kushnir, President*

Telephone: *416-661-1895*

Fax: *416-661-7761*

Products: *Full line of frozen fish and seafood*

Annual Sales Range: *2.5 – 10M*

Number of Employees: *12*

Type of Business: *Processor, Wholesaler/Distributor*

Production Period: *Year round*

PRINCE EDWARD ISLAND

ABEGWEIT SEAFOODS INC.

P.O. Box 3262
Charlottetown, PE
CIA 8W5

Contact: Garth Jenkins, President
Jane Elizabeth Jenkins, Vice President

Telephone: 902-892-5515

Fax: 902-569-3688

Products: Snow Crab — Frozen, specialty pack, gift pack, whole-in-shell; Lobster — Fresh, frozen, live, canned; Scallops — Fresh, frozen; Mackerel — Fresh, frozen; Herring — Fresh, frozen, roe; Silversides — Frozen; Mussels — Breaded, frozen; Rock Crab — Frozen, sections, whole meat

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 180

Type of Business: Processor, Exporter

Production Period: April – December

Brands: Abegweit, A.S.I., Pioneer, Mermaid

Countries of Interest: Japan, England, Germany, Norway, Belgium, France, United States, Mexico

ATLANTIC AQUA FARMS LTD.

Orwell Cove
Vernon River Post Office, PE
COA 2E0

Contact: Brian Fortune, Manager

Telephone: 902-651-2563

Fax: 902-651-2513

Products: Mussels (rope cultivated), Clams (hard shell), Clams (soft shell), Oysters — Live, whole-in-shell

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 50%

Number of Employees: 33

Type of Business: Processor, Aquaculture, Exporter

Production Period: Year round

Brands: Canadian Cove

ATLANTIC FISH SPECIALTIES LTD.

17 Walker Drive
Charlottetown, PE
CIA 8S5

Contacts: James M. Dunphy

Telephone: 902-894-7005

Fax: 902-566-3546

Products: Smoked Seafood including — Salmon, Trout, Mackerel, Herring

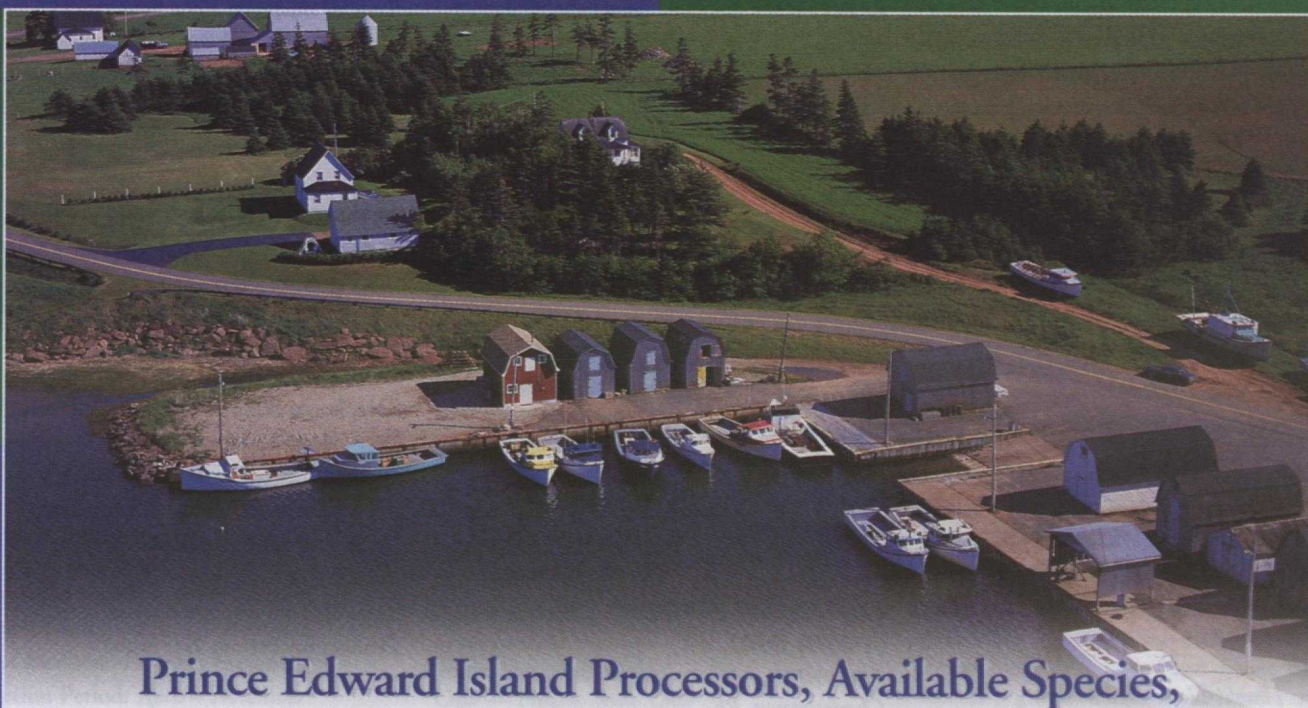
Annual Sales Range: 5M

Percent of Sales Exported: 40%

Number of Employees: 35

Type of Business: Smoked fish processor

Production Period: Year round



Prince Edward Island Processors, Available Species,
Harvest Seasons... The list is yours.

Prince Edward Island, Canada
Tel: 902 368 6300



Internet: mussels@gov.pe.ca
Fax: 902 368 6301

PRINCE EDWARD ISLAND

Brands: *A.F.S., Royal Oak*
Countries of Interest: *All*

ATLANTIC MUSSEL GROWERS CORP. LTD.

*P.O. Box 70
Murray River, PE
COA 1W0*

Contact: *Len Knox, General Manager*

Telephone: *902-962-3089*

Fax: *902-962-3741*

Products: *Mussels — Live*

Annual Sales Range: *2.5 — 10M*

Percent of Sales Exported: *30%*

Number of Employees: *19*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Island Blue, Rope Cultured Mussels*

BABINEAU FISHERIES LTD.

*P.O. Box 87
Morell, PE
COA 1S0*

Contact: *Edouard Babineau, President*

Telephone: *902-961-2705*

Fax: *902-961-2925*

Products: *Lobster — Fresh, frozen, live, canned;
Groundfish — Fresh, frozen; Mackerel — Fresh,
frozen, canned; Herring — Frozen, roe*

Annual Sales Range: *10M*

Percent of Sales Exported: *88%*

Number of Employees: *300*

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

Production Period: *Spring & Fall*

Brands: *Babineau's, Northumberland*

Countries of Interest: *All*

BEACH POINT FISHERMANS CO-OP ASSOCIATION LTD.

*R.R. #1, Murray Harbour
Beach Point, PE
COA 1V0*

Contact: *Harold Clements, President*

Telephone: *902-962-2757*

Fax: *902-962-3759*

Products: *Lobster — Live, canned, cold pack,
hot pack, frozen in brine; Cod, Hake — Salted;
Ocean Quahog (Littleneck Clam) — Live;
Herring — Fresh, frozen, roe; Mackerel, Scallops
— Fresh, frozen; Bar Clams — Live, canned*

Annual Sales Range: *0.5 — 2.5M*

Percent of Sales Exported: *95%*

Number of Employees: *80*

Type of Business: *Processor*

Production Period: *April — November*

Brands: *Beach Point*

Countries of Interest: *Mexico, Japan*

BELLE RIVER ENTERPRISES LTD.

*Belle River, PE
COA 1B0*

Contact: *Dean Hancock, Plant Manager*

Telephone: *902-962-2248*

Fax: *902-962-4276*

Products: *Rock Crab — Frozen meat, minced
frozen meat*

Annual Sales Range: *0.5 — 2.5M*

Percent of Sales Exported: *80%*

Number of Employees: *50*

Type of Business: *Processor*

Production Period: *May — October*

BURLEIGH BROS. SEAFOODS

*P.O. Box 11
Ellerslie, PE
COB 1J0*

Contact: *Roger Burleigh, Owner
Thomas Bradshaw*

Telephone: *902-831-2349*

Fax: *902-831-3072*

Products: *Wild and Cultivated Mussels; Oysters,
Clams — Fresh, live*

Annual Sales Range: *3M+*

Percent of Sales Exported: *60%*

Number of Employees: *17*

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Malpeque, Green Gables*

Countries of Interest: *United States, Europe*

CANADIAN SMOKED FISH (1994) INC.

*R.R. #10
Charlottetown, PE
C1E 1Z2*

Contact: *K. Dormaar, President*

Telephone: *902-964-3001/3017*

Fax: *902-964-3058*

Products: *Smoked Fish Products — Atlantic
Salmon, Caviar, Eels, Mackerel, Trout, Musels*

Annual Sales Range: *0.5 — 1M*

Percent of Sales Exported: *80 — 90%*

Number of Employees: *3 — 5*

Type of Business: *Processor, Exporter*

Production Period: *Year round*

Brands: *Medallion Smoked Salmon, Kim
Dormaar & Sons*

Countries of Interest: *United States, Japan,
West Indies, Middle East*

CARRS LOBSTER POUND LTD.

*R.R. #1, Breadalbane
Stanley Bridge, PE
COA 1E0*

Contact: *Robert Carr, Owner*

Telephone: *902-886-2716/2223*

Fax: *902-886-2716*

Products: *Malpeque Oysters, Quahogs
(Littleneck Clam), Softshell Clams — Live,
whole-in-shell; Lobster — Live*

Annual Sales Range: *0.5 — 2.5M*

Percent of Sales Exported: *30%*

Number of Employees: *6*

Type of Business: *Exporter,
Wholesaler/Distributor*

Production Period: *May — December*

Brands: *Malpeque Oysters*

Countries of Interest: *United States*

DOVER FISH HATCHERY LTD.

*R.R. #2
Murray River, PE
COA 1W0*

Contact: *Leon Moyaert, Owner/Manager
Ken Moyaert, Owner*

Telephone: *902-962-3446*

Fax: *902-962-3446*

Products: *Rainbow Trout, Arctic Char — Fresh*

Annual Sales Range: *Less than 0.5M*

Percent of Sales Exported: *20%*

Number of Employees: *5*

Type of Business: *Aquaculture*

Production Period: *Year round*

FISHERMAN'S PRIDE INC.

*R.R. #2
Ellerslie, PE
COB 1J0*

Contact: *Wayne Van Duinkerken, President*

Telephone: *902-831-3023*

PRINCE EDWARD ISLAND

Sales Offices/Agents: *Adams & Tully, Boston, MA, USA*

Products: *Oysters, Mackerel, Flounder*

Annual Sales Range: *Less than 0.5M*

Number of Employees: *5*

Type of Business: *Processor*

Brands: *Malpeque Gold*

Countries of Interest: *United States (New York, Boston), Japan*

GALLEX CANADA INC.

Agri Foods Division

P.O. Box 224

Cornwall, PE

COA 1H0

Contact: *Jim Read, General Manager*

Ken Murray, Logistics

Telephone: *902-628-8106*

Fax: *902-628-8802*

Products: *Fish Products — Smoked, salted/dried, roe, dressed*

Annual Sales Range: *3 — 5M*

Percent of Sales Exported: *100%*

Number of Employees: *5*

Type of Business: *International Trader*

Production Period: *Year round*

Brands: *Various*

Countries of Interest: *Mexico, Puerto Rico, Trinidad and Tobago*

KEEPING & MacKAY LTD.

Beach Point, PE

COA 1V0

Contact: *Milton MacKay, President*

Donald Goudey, Sales Representative

Telephone: *902-962-3303*

Fax: *902-962-3148*

Products: *Lobster — Live; Lobster (frozen) — Canned, whole-in-shell; Lobster (Hotpack) — Canned; Scallops — Frozen; Herring — Roe, fillets; Sole, Cod, Flounder — Cello pack, shatter pack, vacuum pack; Clams — Canned*

Number of Employees: *200 (Seasonal)*

Type of Business: *Processor, Exporter*

Production Period: *April — November*

Brands: *Keeping & MacKay, Southside, Eastern Kings, Seabreeze*

Countries of Interest: *Holland, Norway, Denmark, France, Belgium, Germany, Japan*

L & C FISHERIES

R.R. #2

French River,

Kensington, PE

COB 1M0

Contact: *Calvin Jollimore, Owner*

Telephone: *902-886-2770*

Fax: *902-886-3003*

Products: *Cultured Mussels — Live; Lobster — Live*

Annual Sales Range: *0.5 — 2.5M*

Percent of Sales Exported: *50%*

Number of Employees: *10*

Type of Business: *Processor, Exporter, Aquaculture*

Production Period: *Year round, (Lobster May — June)*

Brands: *Green Gables Mussels*

LESLIE HARDY & SONS LTD.

R.R. #2

Ellerslie, PE

COB 1J0

Contact: *Leslie Hardy, President*

Telephone: *902-831-2577*

Fax: *902-831-2577*

Products: *Oysters, Clams (hard shell, soft shell) — Fresh, whole-in-shell*

Annual Sales Range: *Less than 0.5M*

Number of Employees: *6*

Type of Business: *Processor, Exporter*

Production Period: *May — December*

Brands: *Malpeque Oysters*

MARINER SEAFOODS INC.

P.O. Box 610

Montague, PE

COA 1R0

Contact: *Mark Bonnell, Manager*

Telephone: *902-838-2481*

Fax: *902-838-3735*

Products: *Lobster — Fresh, frozen, live, canned, whole-in-shell; Herring — Roe; Sole — Fresh, frozen, portioned; Scallops — Fresh, frozen; Rock Crab — Frozen; Snow Crab*

Annual Sales Range: *2.5 — 10M*

Percent of Sales Exported: *80%*

Number of Employees: *150*

Type of Business: *Processor*

Production Period: *May — November*

Brands: *Atlantic Sea, Mariner*

MARITIME MARKETING SERVICES INC.

62 St. Peter's Road

Charlottetown, PE

C1A 5N8

Contact: *Roland McInnis, President*

Telephone: *902-628-6674*

Fax: *902-566-5065*

Products: *Lobster — Frozen, frozen meat, cooked meat, frozen in brine, frozen tails; Scallops, Groundfish — Frozen; Herring — Frozen, roe; Redfish/Ocean Perch — Frozen, fillets, headed & gutted*

Type of Business: *Exporter*

MORNING STAR FISHERIES LTD.

P.O. Box 36

Crapaud, PE

COA 1J0

Contact: *John P. Coulton, President*

Telephone: *902-658-2361*

Fax: *902-658-2361*

Products: *Lobster — Live; Scallop Meat*

Annual Sales Range: *0.5 — 2.5M*

Percent of Sales Exported: *40%*

Number of Employees: *4*

Type of Business: *Exporter, Wholesaler/Distributor*

Production Period: *March — January*

Brands: *Morning Star*

Countries of Interest: *All*

NORTH LAKE FISH CO-OPERATIVE LIMITED

R.R. #1

Elmira, PE

COA 1K0

Contact: *Mickey Rose, General Manager*

Telephone: *902-357-2572*

Fax: *902-357-2386*

Sales Offices/Agents: *Trico Marketing Services*

Products: *Lobster — Fresh, frozen, frozen meat, frozen tails, frozen in brine, bodies; Herring — Frozen, roe; Mackerel — Fresh, frozen, fillets, headed & gutted; Cod — Fresh; Hake — Fresh, salted/dried; Skate — Wings; Crab — Minced, combo, salad; Dogfish*

Annual Sales Range: *2.5 — 10M*

Number of Employees: *100 (seasonal)*

Type of Business: *Processor*

Brands: *UMF, E.P. Melanson*

PRINCE EDWARD ISLAND

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

P.E.I. MUSSEL FARMS INC.

*P.O. Box 39
Morell, PE
COA 1S0*

Contact: *Russell Dockendorff, President*

Telephone: *902-961-3300/2617*

Fax: *902-961-3366*

Products: *Fresh Cultivated Mussels*

Annual Sales Range: *2.5 - 3.5M*

Percent of Sales Exported: *12%*

Number of Employees: *40*

Type of Business: *Processor*

Production Period: *Year round*

Brands: *Island Blue*

POLAR FISHERIES LTD.

*P.O. Box 1417
Summerside, PE
CIN 4K2*

Contact: *Jack Quinn, Owner/Manager*

Telephone: *902-436-9173*

Fax: *902-436-9174*

Products: *Lobster — Fresh, frozen, canned, whole-in-shell; Eels — Frozen; Smelts — Fresh, frozen, dressed; Herring — Frozen, roe; Rock Crab — combo, salad, minced*

Annual Sales Range: *2.5 - 10M*

Percent of Sales Exported: *90%*

Number of Employees: *75*

Type of Business: *Processor*

Production Period: *May - March*

Brands: *Polar*

PRINCE EDWARD AQUA FARMS LTD.

*P.O. Box 136
Kensington, PE
COB 1M0*

Contact: *Lawrence Cole, Manager*

Telephone: *902-886-2220*

Fax: *902-886-2335*

Products: *Mussels (cultured), Malpeque Oysters, Clams (soft shell), Quahogs (Littleneck Clam), Lobster — Fresh, live, whole-in-shell*

Annual Sales Range: *2.5 - 10M*

Percent of Sales Exported: *50%*

Number of Employees: *20*

Type of Business: *Processor, Aquaculture, Exporter*

Production Period: *Year round*

Brands: *Island Blue "Cultured Mussels", Malpeque Oysters*

SEAFOOD 2000 LIMITED

*P.O. Box 40
Georgetown, PE
COA 1L0*

Contact: *Patrick Dodier, Secretary Treasurer
Michael Boudreau, Vice President*

Telephone: *902-652-2316*

Fax: *902-652-2023*

Products: *Lobster — Frozen, fresh; Bar Clam — Canned, fresh; Herring — Roe*

Annual Sales Range: *10 - 50M*

Percent of Sales Exported: *90%*

Number of Employees: *135*

Type of Business: *Processor*

Production Period: *May to November*

Brands: *Packer's Pride, Sealect*

SOUTH SHORE SEAFOODS LTD

*P.O. Box 11
Bloomfield, PE
COB 1E0*

Contact: *David Dalton, Operator/Owner*

Telephone: *902-853-4052*

Products: *Shellfish, Mussels, Quahogs, Oysters, Clams — Marinated*

Annual Sales Range: *Less than 0.5M*

Number of Employees: *1 - 16*

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

Production Period: *All Year*

THIRD GENERATION SHELLFISH

*R.R. #2
Ellerslie, PE
COB 1J0*

Contact: *G. Eric Wagner, Owner*

Telephone: *902-831-3079*

Fax: *902-831-2479*

Products: *Malpeque Oyster, Hard Clam, Soft Clam — Fresh, live, specialty pack, whole-in-shell*

Annual Sales Range: *0.5 - 2.5M*

Percent of Sales Exported: *80%*

Number of Employees: *5*

Type of Business: *Processor, Exporter, Wholesaler, Aquaculture*

Production Period: *May - April*

Brands: *Malpeque*

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

TIGNISH FISHERIES CO-OPERATIVE ASSOCIATION

*P.O. Box 69
Tignish, PE
COB 2B0*

Contact: *Baxter Simms, Manager*

Telephone: *902-882-2050*

Fax: *902-882-2846*

Products: *Lobster — Frozen, canned, specialty pack; Groundfish — Fresh, frozen, dressed; Herring — Roe; Tuna — Fresh; Snow Crab*

Annual Sales Range: *10 - 50M*

Percent of Sales Exported: *75%*

Number of Employees: *200+*

Type of Business: *Processor*

Production Period: *May - October*

Brands: *Star of the Sea*

WENDALL GRAHAM (1981) LIMITED

*P.O. Box 878
Montague, PE
COA 1R0*

Contact: *Ken MacDonald, President*

Telephone: *902-962-2776*

Fax: *902-962-2991*

Products: *Lobster — Frozen, live, canned, roe, whole-in-shell, frozen meat, frozen in brine, pâté, frozen tails; Cod, Flounder — Fresh, frozen; Herring — Fresh, frozen, salted/dried, roe; Redfish/Ocean Perch — Fresh, frozen, fillets, headed & gutted; Rock Crab — Combo, salad, minced; Snow Crab — Clusters, round*

Annual Sales Range: *10 - 20M*

Number of Employees: *200 (seasonal)*

Type of Business: *Processor, Exporter*

Brands: *Southside, Graham, will process private label on contract*

QUEBEC

**ACCORD INTERNATIONAL
CANADA**

C.P. 925, Succ. B
Montreal, QC
H3B 3K5

Contact: John Dike, President

Telephone: 514-484-0380

Fax: 514-483-2905

Sales Offices/Agents: 5420, Cavendish,
Montreal, QC, H4V 2R8

Products: Cod — salted; Lobster, Crab —
Frozen, live; Shrimp — Frozen, smoked, por-
tioned; Crayfish, Tilapia, Skate — Smoked,
salted/dried, portioned; Snail — canned, whole-
in-shell

Annual Sales Range: Less than 0.5M

Type of Business: Trader,
Wholesaler/Distributor

Production Period: Year round

Brands: Accord

ASSELS SEAFOODS INC.

11, Route 132
Shigawake, QC
G0C 3E0

Contact: Albert Assels, Owner
Landis Assels, Secretary

Telephone: 418-752-3524

Fax: 418-752-7065

Products: Lobster — Live; Herring — Salted,
roe; Mackerel — Frozen

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 20%

Number of Employees: 75

Type of Business: Processor,
Wholesaler/Distributor

Production Period: April — December

BETHUNE IMPORT-EXPORT LTD.

666, Sherbrooke ouest
Bureau 204
Montreal, QC
H3A 1E7

Contact: Emmanuel G. Kampouris, President

Telephone: 514-844-3959

Fax: 514-848-9003

Answerback: BETHINT MTL

Internet: ek@bethune.com

Products: Freshwater fish (various species) —
Frozen, roe, dressed; Lobster — Frozen; Cod,
Hake, Pollock — Salted/dried, portioned

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 98%

Number of Employees: 8

Type of Business: Exporter, Trader

Production Period: Seasonal

Brands: Anna

**CANADIAN INTERNATIONAL
TRADERS**

C.P. 552
Tour de la Bourse
Montreal, QC
H4Z 1J8

Contact: Karl Miville-de Chêne, President
Peter MacLeod, Vice President

Telephone: 514-395-2284

Fax: 514-395-2270

Internet: 74403,1765@compuserve.com

Products: Cod — Salted/dried; Lobster —
Frozen; Pollock, Crab, Mussels, Seal Meat, Other
Species — Frozen, canned

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 20%

Number of Employees: 6

Type of Business: Trading House

Production Period: Year round

Countries of Interest: All

CATA BRANDS INC.

3805, Isabelle, unité P
Brassard, QC
J4Y 2H2

Contacts: Mr. Aziz Bishara, President

Telephone: 514-444-9524

Fax: 514-444-3679

Products: Tuna — Frozen, canned; Sardines —
Canned; All Species depending upon availability

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 50%

Number of Employees: 8

Type of Business: Exporter, Trader,
Wholesaler/Distributor

CLOUSTON FOODS GROUP

9960, Côte de Liesse
Lachine, QC
H8T 1A1

Contact: Mag Kassis, Vice President

Telephone: 514-636-5114

Fax: 514-636-7850

Products: Crab — Frozen, canned; Lobster,
Shrimp — Frozen; Salmon — Fresh, frozen,
canned

Annual Sales Range: 50M+

Percent of Sales Exported: 50%

Number of Employees: 180

Type of Business: Exporter, Trader

Production Period: Year round

Brands: Mirabel, Luxury, Omni, Classic

CONSERVERIE NOTRE DAME INC.

671, Notre Dame
Charette, QC
G0X 1E0

Contact: Andre Villemur, Director General
Josée Paré, Quality Control

Telephone: 819-221-2156

Fax: 819-221-5356

Products: Whelk — Canned, specialty pack

Annual Sales Range: 2.5 — 10M

Percent of Sales Exported: 1%

Number of Employees: 50

Type of Business: Processor

Production Period: Year round

COQUILLAGES NORDIQUES INC.

10, rue Maritime, C.P. 485
Forestville, QC
G0T 1E0

Contact: Renaud Desmeules, President, D.G.

Telephone: 418-587-6647

Fax: 418-587-2444

Products: Clam meat — Fresh, frozen; Whelk
meat — Fresh, frozen; Scallops — Fresh

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 95%

Number of Employees: 80

Type of Business: Processor

Production Period: March — December

Brands: Mills Seafood, Coquillages Nordiques

CREVETTE DU NORD INC.

C.P. 830
139 rue de la Reine
Gaspé, QC
G0C 1R0

Contact: Gaétan Denis, President
Amédée Lapierre, Secretary

Telephone: 418-368-1414/892-5959

Fax: 418-368-1818

Products: Shrimp — Fresh, frozen

Annual Sales Range: 2.5 — 10M

Number of Employees: 60

Type of Business: Processor, Exporter

Production Period: April — November (frozen)



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Circle Reader Inquiry # 265

QUEBEC

product available year round)
Brands: *Caravelle*

CRUSTACÉS DE LA MALBAIE INC.

C.P. 830
139 rue de la Reine
Gaspé, QC
G0C 1R0

Contact: *Gaétan Denis, President*
Amédée Lapierre, Secretary
Telephone: 418-368-1414/645-2525

Fax: 418-368-1812

Products: *Lobster — Fresh, frozen, live*
Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 15%
Number of Employees: 20
Type of Business: *Processor, Exporter*
Production Period: *May and June*
Brands: *Caravelle*

E. GAGNON & FILS LTEE

405, route 132
C.P. 37
St-Therese-de-Gaspé, QC
G0C 3B0

Contact: *Roger Gagnon, Vice President*
Ronald Gagnon, President

Telephone: 418-385-3011

Fax: 418-385-3021

Sales Offices/Agents: *Andre Roger*
Atlantic Queen Seafoods Ltd.
Lachine, QC

Phone: 514-636-5114

Products: *Snow Crab — Frozen, canned, portioned, speciality pack, whole-in-shell*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 85%
Number of Employees: 325
Type of Business: *Processor*
Production Period: *April – July*
Brands: *Luxury, Classic, Atlantic Queen Seafoods*

FAIRMOUNT & CLARK INC.

8070, Lafrenaié
St. Léonard, QC
H1P 2A9

Contact: *James Kaye, President*

Telephone: 514-328-1676

Fax: 514-328-4599

Telex: 05-25134

Products: *Salmon — Smoked, frozen, gift pack*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 15%
Number of Employees: 10
Type of Business: *Producer, Distributor, Exporter*
Production Period: *Year round*
Brands: *Fairmount & Clark Inc.*

FUMOIR GRIZZLY INC.

2395, rue Chappe
Sainte-Foy, QC
G2E 3L9

Contact: *Andrée Fontaine, Secretary Treasurer*

Telephone: 418-877-4255

Fax: 418-877-4384

Products: *Salmon, Trout, Turbot — Smoked*
Annual Sales Range: 0.5 – 2.5M
Number of Employees: 16
Type of Business: *Processor*
Production Period: *Year round*
Brands: *Fumoir Grizzly Inc.*

GASPÉ CURED ENR.

1330, Maguire, bureau 201
Sillery, QC
G1T 1Z3

Contact: *Guyllaine Moisan, Director General*
Suzanne Molin, Executive Assistant

Telephone: 418-683-2011

Fax: 418-683-5302

Products: *Cod — Lightly salted, heavily salted; Hake — Heavily salted*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 2
Type of Business: *Exporter*
Production Period: *May – December*
Brands: *Gaspé Cure*
Countries of Interest: *United States, Italy, Brazil, Japan*

GELPEX IMPORT & EXPORT INC.

3961, rue DeBullion
Montreal, QC
H2W 2E3

Contact: *Fernando Rocha, President*

Telephone: 514-842-1080

Fax: 514-842-4007

Products: *Cod, Dogfish — Frozen, salted/dried; Redfish, Shad — Frozen; Lobster — Frozen, live*

Annual Sales Range: 0.5 – 2.5M
Percent of Sales Exported: 50%
Number of Employees: 1
Type of Business: *Exporter, Trader*
Production Period: *Seasonal*

GESCO ENR.

C.P. 830
130, rue de la Reine
Gaspé, QC
G0C 1R0

Contacts: *Gaétan Denis, Secretary*
Amédée Lapierre, Manager

Telephone: 418-368-1414

Fax: 418-368-1812

Products: *Shrimp — Fresh, frozen; Lobster — Fresh, frozen, live*
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 50%
Number of Employees: 65
Type of Business: *Processor, Exporter*
Production Period: *April – November*
Brands: *Caravelle*

HOMARD GIDNEY LOBSTER (1994) INC.

2570, Trans-Canada
Pointe Claire, QC
H9R 1B1

Contact: *Jacques Pelletier, President*

Telephone: 514-695-0422

Fax: 514-695-5023

Products: *Lobster — Frozen, live, canned; smoked, salted/dried, breaded/prepared, roe, dressed, speciality pack, whole-in-shell; Fresh and frozen fish, shellfish and seafood — All freshwater and ocean species available*
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 5 – 7%
Number of Employees: 10 – 12 (Full time), 15 – 20 (Seasonal)
Type of Business: *Exporter, Trader, Wholesaler/Distributor*

Production Period: *Year round*

Brands: *Gidney's*

J.W. WINDSOR (CANADA) LTD.

965, Bergar
Laval, QC
J4L 2M3

Contact: *S. Bourdon, President*
M. Vadeboncoeur, Sales

QUEBEC

Telephone: 514-967-6766
Fax: 514-967-9911
Products: Mackerel — Canned; Fish Flakes, Lobster
Annual Sales Range: 5M
Percent of Sales Exported: 5%
Number of Employees: 40
Type of Business: Exporter, Distributor
Brands: Beaver

KATOMEK FOODS LTD.

Bureau 3420, 1155, boul. René Levesque ouest
Montreal, QC
H3B 3T3
Contact: Hideo (Peter) Nishijima, General Manager
Telephone: 514-393-4064
Fax: 514-393-3946
Products: Lake Smelt — Frozen; Snow Crab — Frozen; Herring — Frozen, portioned, roe; Lobster — Frozen, canned, salted/dried
Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 100%
Number of Employees: 2
Type of Business: Exporter
Brands: Long Point, Val-Mer

LELIÈVRE, LELIÈVRE ET LEMOIGNAN LTÉE

C.P. 219
52, rue des Vigneaux
Ste-Thérèse de Gaspé, QC
G0C 3B0

Contact: Roch Lelièvre
Telephone: 418-385-3310
Fax: 418-385-2260

Sales Offices/Agents:

Gaspé Cured Enr.
1330 Maguire, Suite 201
Sillery, QC, G1T 1Z3
Phone: 418-683-2011

Products: Cod, Hake — Salted/dried; Flounder, Turbot — Fresh, frozen; Redfish — Fresh, frozen, smoked; Mackerel — Frozen; Herring — Frozen, salted

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 50 – 60%
Number of Employees: 55 – 60
Type of Business: Processor, Exporter
Production Period: April – November
Brands: Cordier, Gaspé Cured

LES FRUITS DE MER DE L'EST DU QUEBEC LTEE

1600, Matane-sur-Mer
C.P. 38
Matane, QC
G4W 3M9
Contact: Jean-Yves Ouellet, Director General
Telephone: 418-562-1273
Fax: 418-562-5407
Parent Company: Clearwater Fine Foods, Bedford, NS
Products: Shrimp — Fresh, frozen, whole-in-shell
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 90%
Number of Employees: 161
Type of Business: Processor, Exporter
Production Period: February – November
Brands: Matane

LES FRUITS DE MER IMPERIAL SEAFOODS INC.

5860, Bois
St. Hyacinthe, QC
J2S 1A1
Contact: Martin Fortier
Telephone: 514-773-8016
Fax: 514-773-4783
Products: Eels, Sturgeon, Freshwater Perch, Carp, Mullet — Fresh, frozen
Percent of Sales Exported: 75%
Number of Employees: 25
Type of Business: Processor, Exporter
Production Period: April – December
Brands: Imperial

LES PECHERIES GROS CAP INC.

C.P. 267 Cap aux Meules
Iles de la Madeleine, QC
G0B 1B0
Contact: Jean Yves Cyr, Director General
Michel Leblanc, Assistant Director
Telephone: 418-986-2710
Fax: 418-986-6784
Products: Lobster — Fresh, frozen, live, canned, speciality pack; Scallops — Fresh, frozen, speciality pack, gift pack; Creamed Scallops — Canned; Mackerel — Frozen, canned; Muscels, Quahog (Littleneck Clam) — Frozen, canned, chowder, speciality pack, gift pack; Snow Crab — Fresh, frozen, sections; Herring — Frozen, canned; Mackerel — Bait

Annual Sales Range: 2.5 – 10M
Percent of Sales Exported: 50%
Number of Employees: 80
Type of Business: Processor, Exporter
Production Period: April – December
Brands: Gros Cap

MADELIPECHE INTERNATIONAL INC.

1, Place du Commerce, bureau 120
Ile des Soeurs
Verdun, QC
H3E 1A4
Contact: Paul Fortin, Marketing Director
Paul Delaney, President
Telephone: 514-762-3233
Fax: 514-762-3066
Products: Ocean Perch — Fresh, frozen; Lobster — Frozen, live; Crab, Cod, Dogfish — Frozen; Mackerel — Frozen, canned; Surf Clams — Frozen; Fish Meal; Fish Oil
Annual Sales Range: 10 – 50M
Percent of Sales Exported: 95%
Number of Employees: 400
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Madeli-Mer, Quali-Mer, Marco

MARCHÉ TRANSATLANTIQUE

4709, St. Denis
Montreal, QC
H2J 2L5
Contact: Bruno Marie, President
Bernard Hubert, V.P./Seafood Products
Telephone: 514-287-3530
Fax: 514-287-3510
Products: Smoked Fish; Snails, Caviar
Annual Sales Range: 2.5M
Percent of Sales Exported: 30%
Number of Employees: 2
Type of Business: Processor, Exporter
Production Period: Year round
Brands: Transatlantique Sélection
Countries of Interest: United States, France, Switzerland

MARSEAFOODS INC.

4999, rue Ste-Catherine ouest
Suite 228
Montreal, QC
H3Z 1T3

QUEBEC

Contact: *Marta Carter, President*
Maria Manca, Vice-President

Telephone: 514-481-0378

Fax: 514-481-1043

Products: *Shrimp (Pandalus Borealis) — Frozen; Lobster meat — Frozen, canned; Lobster tails — frozen; Snow Crab — Sections, meat, frozen, whole-in-shell; Groundfish (Cod, Turbot, Sole) — Frozen*

Annual Sales Range: 10 – 50M

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

MEDINEX GROUP

C.P. 5154

St. Laurent, QC
H4L 4Z7

Contact: *Miss P. Najjar MSc, PhD*

Telephone: 514-741-9261

Fax: 514-332-5323

Products: *All species (seasonal) — Frozen, canned, salted/dried, portioned, whole-in-shell*

Percent of Sales Exported: 44%

Number of Employees: *Varies*

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

Production Period: *Dependant on suppliers*

Brands: *Varies (Dependant on suppliers)*

MELROSE INTERNATIONAL TRADING LTD.

6600, Côte des Neiges, bureau 300
Montreal, QC
H3S 2A9

Contact: *Jurgen Hauschild, Trader*

Telephone: 514-345-8580

Fax: 514-345-8582

Products: *Fish — all species and treatments*

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 100%

Number of Employees: 15

Type of Business: *Trader*

NEPTUNE CANADA

3230, Savard
St-Hubert, QC
J3Y 5V6

Contact: *Tien (Jim) Nguyen, Owner*

Telephone: 514-926-1804

Fax: 514-926-2442

Products: *Baby Eels (Elvers) — Frozen, live; Lobsters — Fresh, live*

Annual Sales Range: *Less than 0.5M*

Percent of Sales Exported: 100%

Number of Employees: 5

Type of Business: *Fish Processor, Exporter*

Production Period: *April – December*

Brands: *Neptune Canada*

Countries of Interest: *United States, China, Hong Kong, Taiwan, France, Spain*

PECHERIES GAGNON & TURBIDE INC.

C.P. 626

Cap aux Meules
Iles de la Madeleine, QC
GOB 1B0

Contact: *Eugène Turbide, President*

Telephone: 418-986-5422

Fax: 418-986-6484

Products: *Lobster — Fresh, frozen, live; Dogfish — Frozen; Rock Crab meat — Frozen*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 60%

Number of Employees: 40 – 60

Type of Business: *Processor, Exporter*

Production Period: *May – November*

Brands: *GT = Gagnon et Turbide*

PECHERIES GINGRAS INC.

300, boul. Du Pont
St-Nicolas, QC
G0S 2Z0

Contact: *Yves Gingras*
Gérard Gingras

Telephone: 418-831-2873

Fax: 418-831-5195

Products: *Eels, Atlantic Sturgeon, Lake Sturgeon — Fresh, frozen, smoked; Speckled Trout, Salmon — Smoked; Halibut — Fresh, frozen*

Annual Sales Range: 2.5 – 10M

Percent of Sales Exported: 90%

Number of Employees: 15

Type of Business: *Processor, Exporter*

Production Period: *End of April – End of December*

Brands: *Pêcheries Gingras*

PECHERIES NORPRO LTEE

C.P. 250
Havre Aubert
Ile-de-la-Madeleine, QC
GOB 1J0

Contacts: *Gerald Savage, President*
Laurie Delaney, Vice President

Telephone: 418-937-2061

Fax: 418-937-2159

Products: *Lobster — Fresh, frozen, live, canned; Crab, Cod, Flounder — Fresh, frozen; Herring — Fresh, frozen, canned, roe*

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 60%

Number of Employees: 150 – 250

Type of Business: *Processor*

Production Period: *April – December*

Brands: *Norpro*

PISCICULTURES ALLEGHANYS/ALLEGHANYS FISH FARM INC.

2755, Grande Ligne
St-Philemon, QC
GOR 4A0

Contacts: *Yves Boulanger, President*
Mireille Roy, Marketing

Telephone: 418-469-2823

Fax: 418-469-2872

Products: *Trout — Fresh, smoked, fillets*

Annual Sales Range: 0.5 – 2.5M

Percent of Sales Exported: 5%

Number of Employees: 15

Type of Business: *Processor, Aquaculture, Exporter*

Production Period: *Year round*

Brands: *Alleghanys*

Countries of Interest: *United States, Europe*

POISSONERIE DE CLORIDORME INC.

643, boul. Perron
C.P. 200
Cloridorme, QC
GOE 1G0

Contact: *Laurent Denis, Secretary Treasurer*
Gaëtan Coulombe, Controller

Telephone: 418-395-2545

Fax: 418-395-2927

Products: *Cod — Salted & very dry, salted/dried, heavily salted; Mackerel, Turbot Cod fillets, Rockfish, Halibut, Turbot fillets — Fresh, frozen; Mackerel, Turbot — Salted*

Annual Sales Range: 3M

Percent of Sales Exported: 90%

Number of Employees: 41

Type of Business: *Processor*

Production Period: *April - November*
Brands: *Cloridorme, Bacalao, Gaspé Cured*

POSEIDON "LES POISSONS ET CRUSTACES" INC.

40, *Bord-de-la-Mer*
Longue Pointe de Mongan, QC
G0G 1V0
Contact: *Omer Rail, President*
Telephone: 418-949-2331
Fax: 418-949-2244
Products: *Snow Crab - Frozen; Scallops - Fresh, frozen, roe; Sea Urchin, Rockling, Simpson Surf Clams - Fresh, frozen, live*
Annual Sales Range: *2.5 - 10M*
Type of Business: *Processor*
Production Period: *March - November*
Brands: *Poseidon*

POSEIDON OCEAN PRODUCTS CORP.

6020, *Jean Talon est*
Suite 802
Montreal, QC
H1S 3B1
Contact: *Giovanni Di Sclafani, President*
Telephone: 514-254-2631
Fax: 514-255-2072
Products: *Lobster - Frozen, live; Lobster (tails), Squid, Cuttlefish - Frozen; Fish - Fresh, frozen; Shrimp - Frozen*
Annual Sales Range: *2.5 - 10M*
Percent of Sales Exported: *90%*
Number of Employees: *5*
Type of Business: *Exporter*
Production Period: *Year round*

POISSONERIE G.M.S. INC.

2050, *chemin du Ski*
Laniel, QC
J0Z 2K0
Contact: *Susie Trudel, President*
Telephone: 819-634-2425
Fax: 819-634-2425
Products: *Whitefish - Roe*
Annual Sales Range: *Less than 0.5M*
Percent of Sales Exported: *75%*
Type of Business: *Exporter*
Production Period: *October and November*

PRIMONOR LTD

C.P. 99
La Tabatière, QC
G0C 1T0
Contact: *Jules Pepin*
Telephone: 418-773-2267
Fax: 418-773-2320
Products: *Crab - Fresh, frozen; Lobster - Frozen, Live; Periwinkles - Fresh, Frozen; Scallops - Frozen; Shrimp - Frozen*
Annual Sales Range: *2.5 - 10M*
Type of Business: *Processor*
Production Period: *June to November*
Brands: *Mariniere*

PRODUITS MARINS ST. GODEFROI INC.

C.P. 21
St. Godefroi, QC
G0C 3C0
Contact: *Guy Aubut, Owner*
Telephone: 418-752-5578
Fax: 418-752-7067
Products: *Fillets - Fresh, frozen; Dressed fish; Lobster - Frozen, live; Herring - Salted, roe; Rock Crab - Minced meat, in shell; Sea Urchins - Live in shell; Yummies - roe*
Annual Sales Range: *1.5 - 3M*
Percent of Sales Exported: *60%*
Number of Employees: *65*
Type of Business: *Processor*
Brands: *Produits Marins St. Godefroi, Carleton Brand*

RALIMPEX INTERNATIONAL INC.

5180 *ch. Queen Mary, bureau 225*
Montreal, QC
H3W 3E7
Contact: *Victor Altmajd, President*
Sylvia Gadzielinska
Telephone: 514-489-0814
Fax: 514-486-2724
Canada Trading, Szczecin, Poland
Products: *Herring, Mackerel, Silver Hake, Eel - Frozen; Herring Roe*
Annual Sales Range: *2.5 - 10M*
Percent of Sales Exported: *50%*
Number of Employees: *7*
Type of Business: *Exporter, Trader*

SANDEEL TRADING INC.

735, *Lamartine*
Mont St. Hilaire, QC
J3H 4N1
Contact: *Hans Schwerdel, President*
Telephone: 514-446-3188
Fax: 514-446-3189
Products: *Whitefish, Lake Trout, Chubs, Pickerel, Carp - Fresh, frozen, canned, smoked, salted/dried, dressed; Cod, Hake, Pollock, Mackerel, Ocean Perch, Flounder - Frozen, canned, smoked, salted/dried*
Annual Sales Range: *0.5 - 2.5M*
Percent of Sales Exported: *75% - 90%*
Number of Employees: *1*
Type of Business: *Exporter, Trader*
Production Period: *Year round*
Countries of Interest: *Caribbean, Europe*

SEAGEL FOODS INC.

2570, *Trans-Canada*
Pointe Claire, QC
H9R 1B1
Contact: *Jacques Pelletier, Director General*
Telephone: 514-695-0422
Fax: 514-695-5023
Products: *Lobster - Frozen, live, canned; Other species - Fresh, frozen, canned, smoked, salted/dried, breaded/prepared, roe, dressed, speciality pack, whole-in-shell*
Annual Sales Range: *10 - 50M*
Percent of Sales Exported: *7%*
Number of Employees: *50*
Type of Business: *Exporter, Trader, Wholesaler/Distributor*
Production Period: *Year round*
Brands: *Gidney's, Le Banquetier, Seagel*

SOGELCO INTERNATIONAL INC.

715, *Victoria Square*
Suite 400
Montreal, QC
H2Y 2H7
Contacts: *Gabriel Elbaz, President*
Jaques Gobeil, Executive V.P.
Alain Gauthier, V.P. Development
Telephone: 514-849-2414
Fax: 514-849-0645
Products: *Crab, Lobster - Frozen portion controlled, value added; Culinary concentrates of Lobster, Crab, Shrimp, Shellfish; Paté dishes, Marinated Fish, Salads; Dogfish, Skate, Monkfish, Pelagics, Shellfish.*

QUEBEC

Annual Sales Range: 25 – 50M
Percent of Sales Exported: 95%
Number of Employees: 25(QC), 500(Plant)
Type of Business: R & D, Development of new products and technologies, Production, Marketing
Production Period: Year round
Brands: Sogel, Crown-Pac, Sogel-Gourmet, Lobsterine, Crabterine, Shrimpterine, Deli Magic, Chef's Supreme
Countries of Interest: Europe, Asia, United States

UNION SEAFOODS INTERNATIONAL LTD.

90, Willowdale
Bureau 202
Outremont, QC
H3T 1E9
Contact: Jules Pépin, President
Telephone: 514-739-9942
Fax: 514-739-5869

Products: Shrimp (*Pandalus borealis*), Snow Crab, Lobster, Herring, Capelin, Periwinkle, Crawfish

Annual Sales Range: 20 – 40M
Percent of Sales Exported: 90%
Number of Employees: 6
Type of Business: Exporter
Production Period: April – November
Brands: La Marinier

Countries of Interest: United States, Japan, Sweden, Norway, Switzerland, France, Italy, Spain, Portugal, Great Britain, Hong Kong

WEST INDIA TRADING CO. INC.

231, rue St-Jacques
11^{ème} étage
Montreal, QC
H2Y 1M6
Contact: Aurelio de Vasconcelos, President
Anthony de Montbrun, Vice President
Telephone: 514-849-6031

Fax: 514-499-8449

Answerback: WICO EXPORT

Products: Pollock, Hake, Cod — Salted/dried; Herring — Smoked; Mackerel, Alewives — Pickled; Lobster — Frozen, live; Sardines, Tuna, Salmon — Canned

Annual Sales Range: 10 – 50M

Percent of Sales Exported: 100%

Number of Employees: 10

Type of Business: Exporter

Production Period: Some products seasonal, others available year round

Brands: WICO (Herring, Sardines, & Tuna only)

Countries of Interest: Caribbean Islands, Central and South America, Europe, Far East



Luxury

ATLANTIC QUEEN SEAFOODS LIMITED
LES FRUITS DE MER ATLANTIC QUEEN LIMITÉE

SALES/VENTES: 9960 CÔTE DE LIESSE, LACHINE, QUÉBEC, CANADA H8T 1A1
TEL: (514) 636-5114 • FAX: (514) 636-7606



YUKON

HAN FISHERIES LTD.

*P.O. Box 378
Dawson City, Yukon
Y0B 1G0*

Contact: Gary Wilson, General Manager

Telephone: 403-993-5219

Fax: 403-993-5753

*Products: Chinook & Chum Salmon — Fresh,
frozen, smoked, roe, dressed*

Annual Sales Range: Less than 0.5M

Percent of Sales Exported: 100%

Number of Employees: 16 (peak season)

Type of Business: Processor, Exporter

Production Period: July — October

Countries of Interest: United States

ICE HOUSE (YUKON) LTD.

*136A Industrial Road
Whitehorse, Yukon
Y1A 2V1*

Contact: John Clarke

Telephone: 403-667-6080

Fax: 403-668-2720

Products: Salmon, Halibut — Fresh, frozen

Annual Sales Range: Less than 0.5M

Number of Employees: 7 — 8

*Type of Business: Processor,
Wholesaler/Distributor*

Production Period: June — September

ICY WATERS LTD.

*P.O. Box 4849
Whitehorse, Yukon
Y1A 4N6*

Contact: Tim Fleming, President

Telephone: 403-668-7012

Fax: 403-668-7062

*Products: Arctic Char (farmed) — Fresh, frozen,
portioned, dressed*

Annual Sales Range: 0.5 — 2.5M

Percent of Sales Exported: 20%

Number of Employees: 11

Type of Business: Aquaculture

Production Period: Year round

Brands: Icy Waters®, Arctic Charr



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A.Q.C.O.M.E.R.

(Association québécoise de commercialisation de poissons et fruits de mer)

P.O. Box 666
Ville Mont Royal
Montreal, QC
H3P 3G4

Contact: Michele Daignault, General Director
Bernard Dupont, President

Telephone: 514-735-9680

Fax: 514-342-2811

The Quebec Fish and Seafood Marketing Association (A.Q.C.O.M.E.R.) has been in existence for more than four decades. The association promotes the interests of all Quebecers involved in the marketing of fish and seafood. A.Q.C.O.M.E.R. offers to its members a permanent program of information, promotion, communication, representation and personnel retail training services. The mandate of the association is to respond to the needs of all its members and to stimulate the development and sale of Quebec fish and seafood products.

**BC SALMON MARKETING
COUNCIL**

1100-1200 West 73rd Avenue
Vancouver, BC
V6P 6G5

Contact: Christina Burridge, Marketing
Director

Telephone: 604-267-3030

Fax: 604-266-3097

The BC Salmon Marketing Council (BCSMC) was formed in 1991 to promote wild-caught BC salmon in domestic and international markets. The Council's core funding comes from levies paid by the 4,500 salmon fishermen in BC based on the value of their catch. The BCSMC Board of Directors consists of fishermen and processors.

Countries of Interest: Japan, Asia, European Union, Australia, New Zealand, United States

**BRITISH COLUMBIA SALMON
FARMERS ASSOCIATION**

506-1200 West Pender Street
Vancouver, BC
V6E 2S9

Contact: Greg D'Avignon, Executive Director
Telephone: 604-682-3077

Fax: 604-669-6974

The BC Salmon Farmers Association was incorporated in 1984. The association's activities include promoting the interests of persons, firms and corporations directly engaged in the business of salmon farming and related activities; monitoring and modifying regulatory actions by the Provincial and Federal governments; and, providing assistance to the Industry in whatever capacity deemed advisable for the marketing of farmed salmon products, on a local, national and international scale.

TRADE ASSOCIATIONS

BRITISH COLUMBIA SHELLFISH GROWERS ASSOCIATION

647-A Bunting Place
Comox, BC
V9M 3R1

Contact: Dave Conly, Office Manager
Dave Mitchell, President
Judith Reid, Vice President
Telephone: 604-339-7419
Fax: 604-339-7463

Now in its 45th year of operation, the BC Shellfish Growers Association (formerly the BC Oyster Growers Association) is the oldest aquaculture association in British Columbia. Its mandate is to promote the interests of members engaged in growing and selling shellfish, and to provide educational information and assistance to its members to improve techniques and methods of operation in the shellfish industry. Member companies produce Pacific oysters, Manila clams, littleneck clams, geoduck clams and butter clams. Sales by member companies, representing 400 to 500 persons, are \$12 - \$14 million, of which 60 - 75 percent are exported.

CANADIAN AQUACULTURE INDUSTRY ALLIANCE

20th Floor, 45 O'Connor Street
Ottawa, ON
K1P 1A4

Contact: Sharon Ford, Executive Director
Telephone: 613-788-6850/6851
Fax: 613-235-7012

The Canadian Aquaculture Industry Alliance (CALA) is a national organization that represents regional associations engaged in the aquaculture of finfish and shellfish in Canada, as well as the industry's key supplier association.

CANADIAN ASSOCIATION OF FISH EXPORTERS

1770 Woodward Drive
Suite 212
Ottawa, ON
K2C 0P8

Contact: Jane Barnett, President
Cynthia Smith, Operations Manager
Telephone: 613-228-9220
Fax: 613-228-9223

Internet: cafe@magi.com

The Canadian Association of Fish Exporters (CAFE) is Canada's only national trade association representing both aquaculture and capture fisheries. CAFE assists its members in expanding

international markets by strengthening buyer-seller relationships through market intelligence and promotions. CAFE publishes *Seafood Canada*, a quarterly magazine on the Canadian seafood sector distributed to 5,000 international seafood buyers, and the *World Seafood Market Report*, a market-intelligence publication offering monthly analyses of global supply outlooks and market demand projections for North America, Europe, and Asia. (See our ad on page 73)

CANADIAN ATLANTIC LOBSTER PROMOTION ASSOCIATION

Beach Point, PE
COA IVO

Contact: Alan Baker, Executive Director
Jim Bateman, President
Telephone: 902-962-3069

Fax: 902-962-4207

The Canadian Atlantic Lobster Promotion Association (CALPA) manages worldwide distribution of lobster information, facts, recipes, nutritional data and custom recipe production for its members. Member companies produce live and processed lobster. Sales by CALPA members exceed \$50 million, 90 percent of which are exported.

FISHERIES ASSOCIATION OF NEWFOUNDLAND & LABRADOR LTD.

P.O. Box 8900
St. John's, NF
A1B 3R9

Contact: Bruce Chapman, President
Telephone: 709-726-7223
Fax: 709-754-3339

The Fisheries Association of Newfoundland & Labrador Limited (FANL) is a non-profit trade association which was incorporated in 1944 to assist and promote the interests and welfare of the commercial fishing industry in Newfoundland. FANL represents the Newfoundland industry on the Fisheries Council of Canada (FCC) and appoints the Newfoundland directors which serve on FCC. FANL presently has 33 member companies from all areas of the Province whom account for approximately 90% of the fish and seafood production in the Province. Our member companies would normally employ more than 10,000 peoples and represent export sales of over \$600 million. The Association is involved in a wide array of activities and issues including price negotiations with the Fisherman's Union, advising Government during international trade and con-

servations negotiations, developing approaches for various fisheries management plans, and a variety of more project-specific activities. The Association studies all aspects of the fishing industry and makes recommendations and takes the necessary steps to assist its members to improve the industry. Through the Association, members receive statistics, position papers, circulars and many other forms of printed materials which are either produced internally or collected from other sources. FANL is directly involved in the promotion of legislation, regulation and policy affecting all sectors of the industry and it provides opposition to approaches which are considered to have a negative impact on the industry.

FISHERIES COUNCIL OF BRITISH COLUMBIA

Suite 1400 - 1188 West Georgia Street
Vancouver, BC
V6E 4A2

Contact: Michael Hunter, President
Telephone: 604-684-6454
Fax: 604-684-5109

The Fisheries Council of British Columbia (FCBC) represents the interests of fish processing companies in British Columbia. Its primary functions are to work with government agencies with respect to harvesting and processing regulations and trade policy.

FISHERIES COUNCIL OF CANADA

806 - 141 Laurier Avenue West
Ottawa, ON
K1P 5J3

Contact: Patrick McGuinness, Vice President
Telephone: 613-238-7751
Fax: 613-238-3542

The Fisheries Council of Canada (FCC) is a trade association representing the interests of Canadian fish and seafood processors and exporters.

INDEPENDENT SEAFOOD PROCESSORS ASSOCIATION OF NOVA SCOTIA

P.O. Box 40
Yarmouth, NS
B5A 4B1

Contact: Garth L. Dalton, C.A.,
Secretary/Manager
Telephone: 902-742-1960
Fax: 902-742-1961

The Independent Seafood Processors Association

TRADE ASSOCIATIONS

of Nova Scotia (ISPANS) represents fish processors and exporters in Nova Scotia. Member companies produce lobster, herring, groundfish, salt fish, swordfish, tuna, shellfish, shark and silver hake

L'ASSOCIATION DES MYTILICULTURES ACADIEN ET REGION DE L'EST

P.O. Box 386
Lameque, NB
EOB 1V0

Contact: Yvon Chiasson, Director
Leon Lanteigne, Executive Secretary

Telephone: 506-344-7133

Fax: 506-344-8198

L'Association des Mytilicultures Acadien et Région de l'Est is a non-profit organization representing companies who process mussels. The Association promotes the interests and activities of companies engaged in the cultivation of mussels and is made up of five members.

NEW BRUNSWICK FISH PACKERS' ASSOCIATION

1133 St. George Blvd.
Suite 104
Moncton, NB
E1E 4E1

Contact: Peter Dysart, Executive Director
Gerry Cluney, Manager

Telephone: 506-857-3056

Fax: 506-857-3059

The New Brunswick Fish Packers' Association is a trade association representing fish packers in New Brunswick. The primary products of its members include various species of groundfish, pelagics, shellfish and salmon in a variety of treatments.

NEW BRUNSWICK SALMON GROWERS' ASSOCIATION

Lime Kiln Road
St. George, NB
EOG 2Y0

Contact: William M. Thompson, General Manager

Telephone: 506-755-3526

Fax: 506-755-6237

The New Brunswick Salmon Growers' Association (NBSGA) is an industry organization representing the common interests of members engaged in salmon aquaculture in New Brunswick. Member companies produce fresh and smoked Atlantic salmon.

NEWFOUNDLAND & LABRADOR SHELLFISH GROWERS ASSOCIATION

P.O. Box 15
Springdale, NF
A0J 1T0

Contact: Edward Sheppard, President
Marc Kielley, Executive Director

Telephone: 709-673-4445

Fax: 709-673-4542

The Newfoundland and Labrador Shellfish Growers Association (NLSGA) is comprised of growers and processors of mussels. The Association was formed to help co-ordinate the growth of the industry and to help promote market development. Acting as a liaison between industry and government, and the resource sector, the Association encourages growth of the shellfish industry in Newfoundland and Labrador. Member companies have sales of approximately \$0.5 - \$2.5 million, of which 95 percent are exported.

PRINCE EDWARD ISLAND SEAFOOD PROCESSORS ASSOCIATION

Beach Point, PE
COA 1V0

Contact: Alan Baker, Executive Director

Telephone: 902-962-3069

Fax: 902-962-4207

The Prince Edward Island Seafood Processors Association manages worldwide distribution of lobster, scallops, cod, hake, sole, mackerel, herring, and redfish for its members. Sales by member companies exceed \$50 million, of which 90 percent is exported.

PRINCE EDWARD ISLAND TROUT GROWERS ASSOCIATION

R.R.#2
Murray River, PE
COA 1W0

Contact: Leon Moyaert

Telephone: 902-962-3446

The PEI Trout Growers' Association is an outlet for its growers to receive and disseminate information.

SEAFOOD PRODUCERS ASSOCIATION OF NOVA SCOTIA

P.O. Box 991
Dartmouth, NS
B2Y 3Z6

Contact: Roger Stirling, President

Telephone: 902-463-7790

Fax: 902-469-8294

First formed in 1942, the Seafood Producers Association of Nova Scotia (SPANS) is the major trade association representing fish and seafood processors and exporters in Nova Scotia. The main objective of the Association is to promote the interests of Nova Scotia's fish and seafood processors by making effective representations to appropriate government departments. Member companies are constantly advised of current developments affecting the industry such as fisheries policy initiatives, proposed legislation, amendments to regulations, trade treaties and disputes, statistics and items of general interest. Activities affecting the production, transportation and marketing of member's products also receive the association's attention. SPANS represents the Nova Scotia industry on the Fisheries Council of Canada (FCC)

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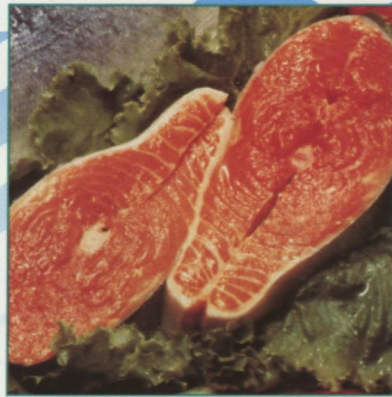
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