

Seafood 
from Canada | TASTE
THE
NORTH

ATLANTIC CANADA SEAFOOD EXPORT CAFÉ



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INTRODUCTIONS

Business-to-Business Matchmaking with Canadian Seafood Organizations.

At the easternmost edge of North America, Atlantic Canadian seafood harvesters, farmers, and processors dedicate themselves to delivering premium, sustainable seafood sourced from the cold, pristine waters of the North Atlantic Ocean.

Their exceptional offerings include lobster, snow crab, coldwater shrimp, farmed Atlantic salmon, scallops, halibut, herring, Atlantic cod, blue mussels, oysters, and redfish products that delight consumers in over 130 countries. Renowned for their unparalleled taste and quality, Atlantic Canadian seafood stands as a true testament to the region's dedication to excellence.



ORGANIZATIONS LIST



| | | | |
|---------------------------|--------|---|---------|
| Bay Roberts Seafoods Ltd. | Page 1 | Ocean Choice International | Page 7 |
| DCAM Holdings Inc. | Page 2 | One Tuna Inc. | Page 8 |
| Labrador Gem Seafood Inc. | Page 3 | P.E.I. Mussel King (1994) Inc. | Page 9 |
| Lobster Hub Inc. | Page 4 | Victoria Co-operative Fisheries Ltd. | Page 10 |
| Louisbourg Seafoods Ltd. | Page 5 | Whitecap International Seafood Exporters Inc. | Page 11 |
| Ocean Blue Fisheries Ltd. | Page 6 | Conclusion | Page 12 |



Company Name:

Bay Roberts Seafoods Ltd.



Name & Title of Persons Attending:

Jason Russell (President) and Wendy Welsh (Communications)

Address: P.O. Box 698, Bay Roberts, NL A0A 1G0

Telephone Number: 709 786 6712

Website: www.atlantictreasureseafood.com

Email Address: bay.roberts.seafoods@hotmail.com

Number of Years in Business: 48

Number Employees: 50-100

Profile of Company:

Primary processor of Capelin, Cod, Herring and Snow Crab
Secondary processor of Smoked and Dried Groundfish

Company expectation from this mission:

The company expects to meet new customers interested in purchasing
Smoked Fish and Snow Crab

Products:

- Capelin
- Crab, Snow
- Herring, Smoked
- Cod
- Herring, Frozen
- Salmon, Smoked

QR Code organization web site:



Company Name:

DCAM Holdings Inc.



Name & Title of Persons Attending:

Ryan Tremere (Sales Manager)

Address: 361 Driscoll Street, Summerside, PEI, C1N 6T2

Telephone Number: 902-940-6352

Email Address: dcamlobster@gmail.com

Number of Years in Business: 3

Number Employees: 3

Profile of Company:

DCAM Holdings is a live and frozen lobster broker situated on Prince Edward Island. Lobster is sourced from around the Atlantic Provinces and packed from partner facilities on PEI and Nova Scotia Year round. DCAM currently serves, both domestic and export markets.

Company expectation from this mission:

The company plans to try to add focus to the European markets and expand the customer base. They currently sell in Europe, but are looking to refocus on this market. In addition to possibly meeting current customers, we would like to meet new potential ones.

Products:

- Crab, Jonah
- Lobster, Live
- Scallop, Deep Sea
- Halibut, Atlantic
- Lobster, Frozen
- Tuna

Company Name:

Labrador Gem Seafood Inc.



Name & Title of Persons Attending:

Danny Dumaresque (President) and Laura Correa (VP Retail)

Address: 213 Portugal Cove Road, St. John's, NL A1B 2N5

Telephone Number: 709 685 5719

Website: www.labradorgemseafoods.ca

Email Address: danny@labradorgemseafoods.ca

Number of Years in Business: 27

Number Employees: 60

Profile of Company:

Please see website with full description but we are a producer of retail products such as 1/2 shell scallops, split snow crab and lobster along with whelk meat

Company expectation from this mission:

The company expects to meet new retail customers.

Products:

- Cod
- Crab, Snow
- Halibut, Atlantic
- Sea Urchin
- Whelk
- Tuna
- Scallop, Bay
- Scallop, Deep Sea
- Lobster, Frozen

QR Code organization web site:



Company Name:

Lobster Hub Inc.



Name & Title of Persons Attending:

Kelly Zhuang (Sales Manager) and Matteo Flaim (European Sales Rep)

Address: 10-12B, 209 Aerotech Drive Goffs, Nova Scotia B2T 1K3

Telephone Number: (902) 423-0787

Website: www.atlanticlobster.ca

Email Address: kelly@atlanticlobster.ca - matteo@atlanticlobster.ca

Number of Years in Business: 20

Number Employees: 60

Profile of Company:

Lobster Hub Inc is a second-generation live lobster packing and frozen lobster processing facility. Driven by passion and professionalism, our young and energetic team combines modernity with deep-rooted family values. We offer not just services but strong partnerships and reliable support.

Company expectation from this mission:

The company aims to expand its live and frozen lobster customer base in Europe, understand the region's distribution channels, and promote its new split lobster product.

Products:

- Lobster, Live
- Lobster, Frozen (lobster meat, tail, whole cooked/raw net, lobster body, split lobster)

QR Code organization web site:



Company Name:

Louisbourg Seafoods Ltd.



Name & Title of Persons Attending:

Derrick Kennedy (Senior Sales Director), Shawn Xu (Sales) and Jan Voutier (Manager)

Address: 3 Commercial Street, Louisbourg, N.S. - B1C 1B5

Telephone Number: 902 577 8157

Website: www.louisbourgseafoods.ca

Email Address: derrick.k@louisbourgseafoods.ca - shawn.x@louisbourgseafoods.ca
jvoutier@kalebay.com

Number of Years in Business: 40

Number Employees: 600

Profile of Company:

Family owned and operated company with 5 processing plants in Nova Scotia. Sustainability is key in all we do.

Company expectation from this mission:

The company is looking for new contacts and to do more business in the European market.

Products:

- Crab, Snow (5oz+, 8oz+, 10oz+ and 12oz+ 30 lb masters)
- Lobster, Frozen (Raw Frozen from 400gm up to 1200+ gm)
- Redfish - Ocean Perch (Whole Frozen, Frozen Fillets)
- Whelk (Whole Cooked in Shell, 13 Kg master)

QR Code organization web site:



Company Name:

Ocean Blue Fisheries Ltd.



Name & Title of Persons Attending:

Dennis LeBlanc (President) and Mireille Leblanc

Address: 489 Acadie Ave. Dieppe NB E1A 1H7

Telephone Number: 506 855-3474

Website: www.oceanbluefisheries.com

Email Address: info@oceanbluefisheries.com

Number of Years in Business: 30

Number Employees: 5

Profile of Company:

Ocean Blue Fisheries Ltd. is a family owned company from Atlantic Canada that has been in the import/export business of lobster, snow crab, whelks, mussels and other seafood products for almost 30 years. We have been exporting our Canadian Seafood products to such markets as Asia, Europe & USA.

Company expectation from this mission:

The company is looking for new customers and more business in the European market.

Products:

- Crab, Snow
- Mussels
- Whelk
- Lobster, Frozen
- Pollock

QR Code organization web site:



Company Name:

Ocean Choice International



Name & Title of Persons Attending:

Daive Massetti

Address: 1315 Topsail Road, St. John's NL A1B 3N4

Telephone Number: 709-782-6244

Website: www.oceanchoice.com

Email Address: davide@sqsnetwork.it

Number of Years in Business: 25

Profile of Company:

Ocean Choice International is a proud Atlantic Canadian company. Our management team has decades of experience in the seafood business and has helped grow our company to be one of the leaders in the Canadian fishing industry. As a fully vertically integrated company, OCI offers the widest variety of species to our customers, including snow crab, cold-water shrimp, scallops, Atlantic cod, Yellowtail Flounder, redfish, Greenland halibut, Whelk and Sea Cucumber.

Company expectation from this mission:

The company is looking for potential new customers. Sales leads for some species, such as cold water shrimp (in shell), whelks and snow crabs.

Products:

- Capelin
- Cod
- Sea Cucumber
- Shrimp, Cold Water
- Halibut, Atlantic
- Halibut, Greenland (Turbot)
- Whelk
- Yellowtail Flounder
- Redfish (Ocean Perch)
- Scallop, Deep Sea
- Crab, Snow
- Hake, Silver

QR Code organization web site:



Company Name:

One Tuna Inc.



Name & Title of Persons Attending:

Jason Tompkins (Owner) and Kieran Tompkins

Address: 65295 Northside Rd, North Lake, PE, Canada - C0A 2B0

Telephone Number: +1 902-215-8862

Website: www.onetuna.com

Email Address: jason@onetuna.com

Number of Years in Business: 10

Number Employees: 6

Profile of Company:

One Tuna Inc. is Canada's largest exporter of premium bluefin tuna. The company specializes in sustainable fishing practices, delivering high-quality tuna to global markets. With a focus on building lasting industry relationships, One Tuna strives to meet customer demands while promoting environmental responsibility and industry innovation.

Company expectation from this mission:

The company intends to enter the European market, meet new customers and contacts in the sector.

Products:

- Tuna (Bluefin, Yellowfin)

QR Code organization web site:



Company Name:

P.E.I. Mussel King (1994) Inc.



Name & Title of Persons Attending:

Esther Dockendorff (Pres.) and Paul Runighan (Sales Assoc.)

Address: PO BOX 39, 318 RED HEAD ROAD, MORELL, PE COA 1S0 (Canada)

Telephone Number: 902-961-3300

Website: www.peimusselking.com

Email Address: esther@peimusselking.com

Number of Years in Business: 46

Number Employees: 58

Profile of Company:

P.E.I. Mussel King processes cultivated blue mussels (*Mytilus edulis*). Products are fully-cooked and frozen and offered in natural flavour, and with a range of sauces.

The company supplies retail and food service accounts around world.

P.E.I. Mussel King and its sister company, PEI Mussel Farms are Canada's oldest, vertically-integrated mussel operation.

Company expectation from this mission:

The company is interested in identifying a partner that can import their products to the European Union, get more information about the European market.

Products:

- Mussels (fully-cooked and frozen)

QR Code organization web site:



Company Name:

Victoria Co-operative Fisheries Limited



Name & Title of Persons Attending:

Thom Thai (Export Manager)

Address: 247 New Haven Road, Neil's Harbour, B0C 1N0, Nova Scotia

Telephone Number: 782-414-2675

Website: www.victoriafish.com

Email Address: thomthai@victoriafish.com

Number of Years in Business: 70

Number Employees: 140

Profile of Company:

Victoria Co-operative Fisheries, established in 1955 in Cape Breton Island's Northeast Highlands, is a sustainable seafood producer sourcing from over 120 local fishing vessels. As Cape Breton's sole lobster processing facility, it also handles snow crab, halibut, groundfish, and mackerel. With products shipped globally, it generated \$47 million in sales in 2022, employing up to 140 people and contributing \$3.7 million annually to the local economy. The co-op holds MSC, BRC, and CIFA certifications.

Company expectation from this mission:

The company intends to understand the vision, characteristics and trends of the European market. Also understand the mandatory regulation and requirements. Conduct B2B meetings with potential customers, on-site visits.

Products:

- Crab, Jonah
- Lobster, Live
- Halibut, Atlantic
- Crab, Snow
- Lobster, Frozen

QR Code organization web site:



Company Name:

Whitecap International Seafood Exporters Inc.



Name & Title of Persons Attending:

Nigel Rogers

Address: 64 Airport Road St. John's NL

Telephone Number: 7097696595

Website: www.whitecapseafoods.com

Email Address: nrogers@whitecapseafoods.com

Number of Years in Business: 16

Number Employees: 30

Profile of Company:

Established in 2008, Whitecap International Seafood Exporters Inc is a world leading supplier of premium, sustainable Canadian shellfish and ground fish.

Products:

- Capelin
- Crab, Rock
- Halibut, Greenland (Turbot)
- Shrimp, Cold Water
- Crab, Jonah
- Crab, Snow
- Lobster, Frozen
- Whelk

QR Code organization web site:



CONCLUSION

The Atlantic Canadian Seafood Export Café represents an important platform to consolidate relations between the Canadian seafood industry and the Italian market, promoting excellence in quality and sustainability. The participating companies embody the commitment to innovation, tradition and sustainability, offering a wide range of seafood products that meet the needs of a constantly evolving global market.

This event is a unique opportunity to foster commercial collaborations, explore new growth possibilities and share knowledge between industry experts. We are confident that these days of meetings, tastings and technical visits will help create solid synergies between the two sides of the Atlantic, enhancing the extraordinary quality of Canadian seafood products and strengthening the ties between Canada and Italy.

We thank all the participants and partners for their support and wish everyone an event full of new opportunities!

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