

Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

CAMBODIA

Ostra Fine Foods

Contact Information			
Title	Name / Email / Phone		
Partner	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	WWW.OSTRAFINEFOODS.COM
Company Phone:	Available Upon Registration	Year Founded:	2015
Company Description:	Ostra Fine Foods is the leading supplier of imported shellfish and live lobsters in Cambodia.		
Type of Business:	Distributor, FoodService/HORECA, Importer, Retailer, Wholesaler	Customer(s):	FoodService/HORECA, Retail - Convenience, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Facilities:	Head Office in Phnom Penh: Distribution Warehouse, Retail Store, Event Space Rooftop. 2 Oyster & Seafood Bars in Phnom Penh. Office in Siem Reap as well.	Geographic Region(s) Served:	Cambodia nationwide
Industry Segment(s):	Foodservice/HRI, Frozen, Retail, Seafood, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB	Consolidator(s) in the US:	Seattle, WA
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Chilled, Frozen		
Capacity to Import:	Alcoholic Beverages, Chilled Products, Dairy Products, Frozen Products, Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			
Fish & Seafood	Shellfish		
Additional Information			



T: 312.334.9200 or 215.829.9111

E: info@foodexport.org | www.foodexport.org

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Virtual Seafood Buyers Mission
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BUYER PROFILES

Products of Interest

Acadian Redfish
Alaska Pollock
Alaska Snowcrab
Atlantic: Bigeye Tuna, Cod, Herring, Mackerel, Mahimahi, Pollock, Sea Scallop, Skipjack Tuna, Striped Bass, Surfclam, Wahoo
American Lobster
Arrowtooth Flounder
Black Sea Bass
Blue Museel
Blue Fish
Brown Rock Shrimp
Butterfish
California Market Squid
Caribbean Spiny Lobster
Crab: Red King
Eastern Oyster
Geoduck
Greenland Turbot
Haddock
Lingcod
Lobster (Live)
Longfin Squid
Monkfish
Mussels (Live)
Northern Anchovy
Ocean Quahog
Oysters
Queen Conch
Pacific: Albacore Tuna, Bigeye Tuna, Bluefin Tuna, Blue Marlin, Cod, Halibut, Mackerel, Ocean Perch, Oyster, Sardine, Spiny Dogfish, Wahoo, Whiting, Yellowfin Tuna
Red: Grouper, Hake, Snapper
Scup
Sablefish
Salmon: Atlantic, Chinook, Chum, Coho, Pink, Sockeye
Silver Hake
Sole: Dover, English, Flathead, Petrale, Rex, Rock, Yellowfin
Summer Flounder
Tile Fish

CAMBODIA

Ostra Fine Foods



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BUYER PROFILES

CHINA

Guangzhou Yihai Trading Co., Ltd

Contact Information			
Title	Name / Email / Phone		
Purchasing Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	
Company Phone:	Available Upon Registration	Year Founded:	2018
Company Description:	Guangzhou Yihai Trading Co., Ltd is one of the new import trading companies that established an integrated supply chain from direct import, custom and quarantine clearance, storage and sales of a variety of seafood, including live, fresh, chill and frozen. The company directly purchase from overseas year round, and has built long term cooperation with overseas suppliers of well-known brands as well as several fisheries associations to ensure product quality. The company also offers overseas sourcing and collective sourcing service to clients' special needs. Main customers include supermarkets, airline catering, 5-star hotels and chain restaurants.		
Type of Business:	Distributor, Importer, Importer/Distributor, Retailer, Wholesaler	Customer(s):	Food Manufacturing, Retail - Club Store/Warehouse, Retail - Supermarket/Grocery
Facilities:	N/A	Geographic Region(s) Served:	Key cities in China
Industry Segment(s):	Frozen		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Frozen		
Capacity to Import:	Frozen Products	Cannot Import:	N/A
Products of Interest at this Event:			

Additional Information

Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Products of Interest

Butterfish (Whole Frozen)

Estimated Annual Purchases: \$1M

Estimated Frequency & Volume: 10 containers

Atlantic Mackerel (Whole Frozen)

Estimated Annual Purchases: \$100k

Estimated Frequency & Volume: 3 containers

Ocean Perch / Redfish (Whole Frozen)

Estimated Annual Purchases: \$200k

Estimated Frequency & Volume: 3-5 containers

Shortfin/Illex Squid (Whole)

Estimated Annual Purchases: \$100m

Estimated Frequency & Volume: 10 containers/year

American Eel (Frozen)

California Squid

Estimated Annual Purchases: \$500k

Estimated Frequency & Volume: 10 containers/year

CHINA

Guangzhou Yihai Trading Co., Ltd



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BUYER PROFILES

FRANCE

Gelazur

Contact Information			
Title	Name / Email / Phone		
Buyer	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.gelazur.com
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	<p>Activities: 2016 Seafood Imports: \$45 million Their main imports of US seafood products are: Cod filets, Skate filets and wings and scallops. Gelazur is one of the main importers of frozen seafood in France. The more than 50 years old company is a key supplier to French retailers. Import, handle, process and whole distribution to the HRI sector, foodservice companies and retailers. They source all over the world in more than 40 countries and sell 10,000 tons of frozen sea products. They process ready-to-eat seafood products for the retailers.</p>		
Type of Business:	Distributor, Importer/Distributor, Manufacturer, Wholesaler	Customer(s):	FoodService/HORECA
Facilities:		Geographic Region(s) Served:	E.U.
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):		Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Chilled		
Capacity to Import:	Not Applicable	Cannot Import:	N/A
Products of Interest at this Event:			
Fish & Seafood	Shellfish		



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BUYER PROFILES

Additional Information

Product of Interest

Monkfish (Tail, Fillets)

Estimated Annual Purchases \$1.6 Million

Estimated Frequency & Volume: 150 T

Ocean Perch/Redfish (Fillets)

Estimated Annual Purchases: \$900,000

Estimated frequency & Volume: 150 T

Winter Skate (Frozen Wings)

Estimated Annual Purchases \$735,000

Estimated Frequency & Volume: 150 T

Boston/Longfin Squid (Tubes, Tentacles, Rings)

Estimated Annual Purchases: \$1 Million

Estimated Frequency & Volume: 200 T

Shortfin/Illex Squid (Tubes, Tentacles, Rings)

Estimated Annual Purchases: \$1 Million

Estimated Frequency & Volume: 200 T

American Lobster (Tails, Claw & Knuckle Meat, HPP) Estimated Annual Purchases: \$1.9 Million Estimated Frequency & Volume: 100 T

Sea Scallops (Frozen Meats, Dry/Natural, Treated) Estimated Annual Purchases: \$500,000 Estimated Frequency & Volume: 25 T Meat Sizes: 10/20, 20/40

Spiny Lobster "Palunirus Argus" from Florida (Whole round cooked)

Estimated Annual Purchases \$2 million

Estimated Frequency & Volume: 80 T

FRANCE

Gelazur



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BUYER PROFILES

GERMANY

Andreas Simonsen GmbH

Contact Information			
Title	Name / Email / Phone		
Purchase Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.simonsengmbh.de
Company Phone:	Available Upon Registration	Year Founded:	1892
Company Description:	Simonsen is a very experienced seafood importing company with a good reputation on the Germany market. The company is frequently importing from North America and other overseas areas. Customer base are retailers, other wholesalers and processors.		
Type of Business:	Importer, Importer/Distributor, Wholesaler	Customer(s):	Food Manufacturing, Food Service/HO RECA, Retail - Supermarket/Grocery
Facilities:	3 branches of Seafood Wholesale in Hamburg, Tarp and Bremerhaven	Geographic Region(s) Served:	Germany, Continental and Northern Europe, Eastern Europe
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	unknown	Consolidator(s) in the US:	
Preferred Port(s) of Import:	Hamburg, Bremerhaven, Rotterdam	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	All Natural		
Capacity to Import:	Chilled Products, Frozen Products	Cannot Import:	unknown, but probably nothing
Products of Interest at this Event:			
Fish & Seafood	Finfish	Atlantic Herring (<i>Clupea harengus</i>)	
		Atlantic Mackerel (<i>Scomber scombrus</i>)	
		Cods	
		Dogfish (<i>Squalus acanthias</i>)	
		Halibut	



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Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Fish & Seafood	Finfish	Monkfish (<i>Lophius americanus</i>)
		Perch, Ocean (<i>Sebastes marinus</i>)
	Shellfish	Boston/Longfin Squid (<i>Loligo pealei</i> /Doryteuthis (Amerigo) <i>pealeii</i>)
		California Squid (<i>Loligo opalescens</i>)
		Crab
		Sea Scallop (<i>Placopecten magellanicus</i>)
		Shortfin/Illex Squid (<i>Illex illecebrosus</i>)
Additional Information		

GERMANY

Andreas Simonsen GmbH



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BUYER PROFILES

GERMANY

Friedrich Wilhelm Lübbert GmbH & Co. KG

Contact Information			
Title	Name / Email / Phone		
Managing Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.luebbert.de/en/
Company Phone:	Available Upon Registration	Year Founded:	1947
Company Description:	Luebbert is a very experienced seafood importer and wholesaler that is supplying other wholesalers and processors with fresh and frozen seafood. While their focus 15 years ago was mostly Salmon and Herring they offer today a full seafood assortment.		
Type of Business:	Importer/Distributor, Wholesaler	Customer(s):	Food Manufacturing, Food Service/HO RECA, Retail - Supermarket/Grocery
Facilities:	Import, Export, Wholesale office in Bremerhaven, 30+ Employees	Geographic Region(s) Served:	Germany and Central and Northern Europe
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	unknown	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	Bremerhaven, Hamburg, Rotterdam	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	All Natural		
Capacity to Import:	Chilled Products, Frozen Products	Cannot Import:	unknown, probably nothing
Products of Interest at this Event:			
Fish & Seafood	Finfish	Atlantic Herring (<i>Clupea harengus</i>)	
		Atlantic Mackerel (<i>Scomber scombrus</i>)	
		Cods	
		Dogfish (<i>Squalus acanthias</i>)	
		Halibut	



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BUYER PROFILES

Fish & Seafood	Finfish	Monkfish (<i>Lophius americanus</i>)
		Pacific Salmon
		Perch, Ocean (<i>Sebastes marinus</i>)
	Shellfish	American Lobster (<i>Homarus americanus</i>)
		Boston/Longfin Squid (<i>Loligo pealeii</i> /Doryteuthis (Amerigo) <i>pealeii</i>)
		Sea Scallop (<i>Placopecten magellanicus</i>)
Additional Information		

GERMANY

Friedrich Wilhelm Lübbert GmbH & Co. KG



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BUYER PROFILES

HONG KONG

Nutrilink Limited

Contact Information			
Title	Name / Email / Phone		
Purchasing manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://nutrilink-food.com/index.php
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	Nutrilink Ltd is a Hong Kong based food importer and distributor. Food imported by us included frozen lobster products from USA, chilled US brand crab meat, scallop, pork and king crab from Japan, smoked salmon from Scotland etc. We will then distribute our above imported food products together with other food products sourced from other Hong Kong importers to airlines, hotels, restaurants and supermarkets. Our current strategy is to increase number of directly imported food items. New items we are exploring include		
Type of Business:	Importer/Distributor, Retailer	Customer(s):	FoodService/HORECA, Retail - Department Store, Retail - Internet/TV, Retail - Supermarket/Grocery
Facilities:	We own a 600sm freezer and our own team of truck. We also own a small licensed factory for repacking bulk pack food products	Geographic Region(s) Served:	Hong Kong and Macau
Industry Segment(s):	Foodservice/HRI, Frozen, Retail, Seafood, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	No special preference	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Chilled, Frozen		
Capacity to Import:	Chilled Products, Frozen Products, Meat Products	Cannot Import:	n/a
Products of Interest at this Event:			



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Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Additional Information

Nutrillink is a fast growing company which established 9 years ago. We originally focus on frozen Japan seafood such as scallop and oyster which we sell mostly to Japanese restaurants. But we carried out product diversification and customer diversification continually as follows:

2013--become Hong Kong primary distributor of an US Maine COZY HARBOR brand lobster product.

2013- start selling products to western restaurants besides Japanese restaurants

2014- start its online shop www.AnnieFood.com

2016- become Hong Kong sole distributor of a Scotland brand Scottish Monarchy smoked salmon.

2017-import the Japanese Okinawa pork

2019-become Hong Kong sole distributor of a US brand BYRD chilled crab meat

HONG KONG

Nutrillink Limited



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BUYER PROFILES

MALAYSIA

Topaz Food Haven Sdn Bhd

Contact Information			
Title	Name / Email / Phone		
DIRECTOR	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	WWW.TOPAZFOODHAVEN.COM
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	THE COMPANY IS AN ACTIVE SEAFOOD IMPORTER AND HAS SHOWN AN INTEREST IN VARIOUS SPECIES OF SEAFOOD FROM THE USA. THIS WOULD BE A GOOD FOLLOW UP TRIP TO THE COMPANY.		
Type of Business:	Distributor, FoodService/HORECA, Importer, Importer/Distributor	Customer(s):	FoodService/HORECA
Facilities:	COLDROOMS - OWNED AND OUTSOURCED. OWN PROCESSING ROOM FOR ADD-ON SERVICES	Geographic Region(s) Served:	MALAYSIA
Industry Segment(s):	Foodservice/HRI, Frozen, Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):		Consolidator(s) in the US:	None
Preferred Port(s) of Import:	PORT KLANG AND KLIA	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Chilled		
Capacity to Import:	Chilled Products, Frozen Products, Meat Products	Cannot Import:	PORK AND NON HALAL MEAT
Products of Interest at this Event:			

Additional Information

Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Products of Interest

Alaska Pollock
Geoduck
Greenland Turbot
Pacific Halibut
Pink Salmon
Red King Crab
Sockeye Salmon
American Lobster
Atlantic Salmon
Pacific Oyster
Caribbean Spiny Lobster
Monkfish

MALAYSIA

Topaz Food Haven Sdn Bhd



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Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

PHILIPPINES

PTC Commercial Corporation

Contact Information			
Title	Name / Email / Phone		
PRESIDENT	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://ptccom.com.ph
Company Phone:	Available Upon Registration	Year Founded:	1989
Company Description:	PTC Commercial Corporation imports frozen and dry food stuffs from meat, poultry, seafood, dairy, fats & oils, juices, spreads, pastas, seafood balls, starch, salts, etc. We can be a one-stop shop for the food industry. They currently handle about 1000 SKUs from around the world.		
Type of Business:	Distributor, FoodService/HORECA, FoodService/HORECA, Importer, Importer/Distributor, Importer/Distributor	Customer(s):	FoodService/HORECA, FoodService/HORECA, Retail - Club Store/Warehouse, Retail - Department Store, Retail - Drugstore, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery, Retail - Supermarket/Grocery
Facilities:	Warehouses	Geographic Region(s) Served:	Philippines
Industry Segment(s):	Bakery, Confectionery, Food Ingredients, Foodservice/HRI, Foodservice/HRI, Frozen, Frozen, Natural/Organic, Retail, Seafood, Seafood, Snacks, Snacks, Specialty/Gourmet, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF USD	Consolidator(s) in the US:	San Francisco, CA
Preferred Port(s) of Import:	MICT (North Port)	Preferred Port(s) of Export from US:	Oakland, CA; Seattle, WA
Product Information			
Attributes of Interest:			



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BUYER PROFILES

Capacity to Import:	Chilled Products,Chilled Products,Dairy Products,Dairy Products,Frozen Products,Frozen Products,Frozen Products,Meat Products,Meat Products	Cannot Import:	
Products of Interest at this Event:			

Additional Information

PTC is one of the leading importers in the Philippines. Products currently imported include meat, poultry, tortilla shells and wraps, sausages, sauces, frozen vegetables, seafood, dairy products and other food and beverage products.

PHILIPPINES

PTC Commercial Corporation



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BUYER PROFILES

SAUDI ARABIA

Maltaq Aljambari

Contact Information			
Title	Name / Email / Phone		
Supply Chain Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	
Company Phone:	Available Upon Registration	Year Founded:	1999
Company Description:	Major seafood restaurant in Riyadh, Saudi Arabia. Interested in expanding its range of US seafood products.		
Type of Business:	Importer/Distributor, Retailer	Customer(s):	FoodService/HORECA
Facilities:	Restaurants.	Geographic Region(s) Served:	Riyadh and central region of Saudi Arabia.
Industry Segment(s):	Foodservice/HRI, Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	DDP	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	JFK, New York by Air	Preferred Port(s) of Export from US:	Newark, NJ
Product Information			
Attributes of Interest:	Frozen		
Capacity to Import:	Frozen Products	Cannot Import:	Fresh products. Alcoholic and pork products.
Products of Interest at this Event:			

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BUYER PROFILES

Seafood Products of Interest

Black Sea Bass (Fillets)

Estimated Annual Purchases: \$200,000

Boston/Longfin Squid (Tubes)

Estimated Annual Purchases: \$50,000

Shortfin/Illex Squid (Tubes)

Estimated Annual Purchases: \$50,000

American Lobster (Tails, Claw & Knuckle Meat)

Estimated Annual Purchases: \$800,000

Estimated Frequency & Volume: 2-4 ton/month

Blue Mussel (Live)

Estimated Annual Purchases: New Product

Jonah Crab (Frozen)

Estimated Annual Purchases: New Product

Deep Sea Red Crab (Frozen)

Estimated Annual Purchases: New Product

Rock Crab (Frozen)

Estimated Annual Purchases: New Product

SAUDI ARABIA

Maltaq Aljambari



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BUYER PROFILES

SINGAPORE

Artisan Fine Foods Pte Ltd

Contact Information			
Title	Name / Email / Phone		
Managing Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.artisanfinefoods.com
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	Artisan Fine Foods is an importer and distributor of premium food products.		
Type of Business:	Importer/Distributor, Importer/Distributor	Customer(s):	FoodService/HORECA, FoodService/HORECA, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery, Retail - Supermarket/Grocery
Facilities:	Own cold storage facility	Geographic Region(s) Served:	Singapore
Industry Segment(s):	Food Ingredients, Seafood, Seafood, Specialty/Gourmet, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	EXW	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	Los Angeles, CA; Los Angeles, CA; Newark, NY; Newark, NY
Product Information			
Attributes of Interest:			
Capacity to Import:	Chilled Products, Frozen Products	Cannot Import:	
Products of Interest at this Event:			

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Products of Interest

Alaska Pollock
Alaska Snow Crab
American Lobster
Arrowtooth Flounder
Atlantic: Bigeye Tuna, Blacktip Shark, Bluefin Tuna, Cod, Herring, Mackerel, Mahimahi, Pollock, Salmon, Surfclam, Swordfish
Black Sea Bass
Blue Mussel
Blue Fish
Brown Shrimp/Rock Shrimp
Chinook Salmon
Chum Salmon
Coho Salmon
Dover Sole
Eastern Oyster
Greenland Turbot
Northern Quahog
Longin Squid
Monkfish
Pacific: Cod, Bigeye Tuna, Bluefin Tuna, Halibut, Mahimahi, Ocean Perch, Oyster, Yellowfin Tuna
Pink Salmon
Pink Shrimp
Queen Conch
Red King Crab
Red Snapper
Rock Sole
Sablefish
Sea Scallops
Sockeye Salmon
Yellowfin Sole

SINGAPORE

Artisan Fine Foods Pte Ltd



T: 312.334.9200 or 215.829.9111

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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

SOUTH KOREA

H Food Supply

Contact Information			
Title	Name / Email / Phone		
Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.hfoods.co.kr
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	This company is specialized in importing seafood products including lobster, crab, etc from Canada and shrimp, and others from other countries and distributes to hotel, restaurants, buffet, foodservice industry in Korea. They are importing lobster, mussel, mackerel, eel, clam, snow crab, cod, salmon, shrimp etc. It has well established distribution channels. It is looking for US seafood products to expand its business.		
Type of Business:	Distributor, FoodService/HORECA, Importer, Importer/Distributor, Wholesaler	Customer(s):	Food Manufacturing,Retail - Discount Store,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Warehouse, Office,	Geographic Region(s) Served:	Korea
Industry Segment(s):	Foodservice/HRI, Frozen, Retail, Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CFR	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	Busan	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	All Natural,Frozen,No Antibiotics		
Capacity to Import:	Frozen Products	Cannot Import:	Alcoholic beverages
Products of Interest at this Event:			
Fish & Seafood	Finfish	Haddock	
		Halibut	
	Shellfish	American Lobster (Homarus americanus)	
		Blue Mussel (Mytilus edulis)	



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BUYER PROFILES

Fish & Seafood	Shellfish	Clams
		Coldwater Shrimp (<i>Pandalus borealis</i>)
		Crab
		Crayfish/Crawfish
Additional Information		

SOUTH KOREA

H Food Supply



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

SPAIN

Scanfisk Seafood S.L.

Contact Information			
Title	Name / Email / Phone		
Buyer	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.scanfisk.com
Company Phone:	Available Upon Registration	Year Founded:	1994
Company Description:	Activities: Import, handling, packaging and wholesale of frozen seafood products. Range of products: Salmon, cod, hake, nile perch, squid, cuttlefish, pilchard, halibut, angler, megrim, sword fish, tuna, sea-bass, Alaskan arrowtooth flounder, prawn, shrimp,		
Type of Business:	Importer/Distributor, Manufacturer, Wholesaler	Customer(s):	
Facilities:		Geographic Region(s) Served:	E.U.
Industry Segment(s):			
Shipping and Quotation Preferences			
Preferred Incoterm(s):		Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	
Product Information			
Attributes of Interest:	Chilled		
Capacity to Import:	Not Applicable	Cannot Import:	n/a
Products of Interest at this Event:			
Fish & Seafood	Shellfish		
Additional Information			



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BUYER PROFILES

Products of Interest

Monkfish (Tail & Fillets)

Winter Skate (Frozen Wings)

Boston/Longfin Squid (Whole)

Shortfin/Illex Squid (Whole)

American Lobster (Live, Tails, Claw & Knuckle Meat, & HPP)

Estimated Annual Purchases \$4,000,000

Estimated Frequency & Volume: Weekly, 4-8 tons

Sea Scallops (Fresh Meats, Frozen Meats, Dry/Natural, Treated)

Meat Sizes: U10, 10/20

Eastern Oyster (Live)

American Eel (Frozen Loins)

Atlantic Sea Cucumber (Whole)

Red Drum (Whole)

Estimated Annual Purchases: \$1,000,000

SPAIN

Scanfisk Seafood S.L.



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

TAIWAN

Ming Sheng Seafood Co., Ltd.

Contact Information			
Title	Name / Email / Phone		
Purchaser	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.wu-seafood.com
Company Phone:	Available Upon Registration	Year Founded:	1997
Company Description:	MING-SHENG SEAFOOD CO., LTD. is one of the biggest seafood importer in Taiwan which is Imported over 300 premium frozen seafood products, sourcing of products cover 4 oceans and 5 continents including Australia, New Zealand, Europe, Africa, South America, Japan, Korea and South East Asia countries. In the 30 years of hard work and innovation, the aquaculture industry has accumulated considerable strength and experience, not only in customers, manufacturers and the establishment of a good foundation and trust, the manufacturers around the world and the support and recognition of the province's customers.		
Type of Business:	Importer/Distributor	Customer(s):	FoodService/HORECA,Retail - Internet/TV,Retail - Supermarket/Grocery
Facilities:	Cold storage	Geographic Region(s) Served:	Taiwan, China, East Asia
Industry Segment(s):	Frozen, Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	All Natural,Chilled,Frozen		
Capacity to Import:	Chilled Products,Frozen Products	Cannot Import:	N/A
Products of Interest at this Event:			

Additional Information



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Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Seafood Products of Interest

Ocean Perch (Whole Frozen)

Estimated Frequency & Volume: 3-5 containers/year

American Lobster (Live, HPP)

Estimated Annual Purchases: \$2,500,000

Estimated Frequency & Volume: 5-10 containers/season

Sea Scallops U8, U10, U10/12 (Fresh Meats, Frozen Meats)

Estimated Annual Purchases: \$1-1.5M

Estimated Frequency & Volume: 5 containers/year

Eastern Oyster (Live, Frozen Half-Shell)

Estimated Frequency & Volume: 3-5 containers/year

Blue Mussel (Meats)

Estimated Frequency & Volume: 2-3 containers/year

Jonah Crab (Live & Frozen)

Estimated Frequency & Volume: 2-3 containers/year

Coldwater Shrimp (Frozen)

Estimated Annual Purchases: \$50,000

Estimated Frequency & Volume: 3 containers/year

TAIWAN

Ming Sheng Seafood Co., Ltd.



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

THAILAND

Siam Makro Public Co Ltd

Contact Information			
Title	Name / Email / Phone		
Merchandise Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	WWW.SIAMMAKRO.CO.TH
Company Phone:	Available Upon Registration	Year Founded:	1988
Company Description:	Siam Makro Public Company Limited was established in 1988 with investment capital of 750 million baht, to operate the member-based wholesale center, under the name.Makro has continuously expands our branches to provide a wide range and assortment of product, to our professional members and business operators nationwide Including retailers, restaurants, catering businesses, service business operators, government agencies, education institutions and other business operators.		
Type of Business:	Distributor, FoodService/HORECA, Importer, Importer/Distributor, Retailer, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	4 WAREHOUSES AND DISTRIBUTION CENTRE, PACKING HOUSE AND CUTTING CENTER	Geographic Region(s) Served:	THAILAND, CAMBODIA, MYANMAR, VIETNAM
Industry Segment(s):	Bakery, Beverages, Confectionery, Food Ingredients, Foodservice/HRI, Frozen, Natural/Organic, Private Label, Retail, Seafood, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF & CNF	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	
Product Information			
Attributes of Interest:	100% Organic,All Natural,Chilled,Frozen,Halal,Organic		
Capacity to Import:	Dairy Products,Frozen Products	Cannot Import:	N.A.
Products of Interest at this Event:			
Fish & Seafood	Other Fish & Seafood		
Additional Information			



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Estimated Total 2019 Seafood Imports: \$150,000,000

Estimated Total 2019 US Seafood Imports: \$300,000

Currently Purchase

- Alaska Pollock
- Alaska Snow Crab
- Atlantic Sea Scallop

Interesting in Purchasing

- American Lobster
- Atlantic Bigeye Tuna
- Atlantic Mackerel
- Atlantic Salmon
- Atlantic Salmon (Farmed)
- Atlantic Yellow Tuna
- Blue Mussel (Farmed)
- Blue Fish
- California Market Squid
- Caribbean Spiny Lobster
- Chinook Salmon
- Chum Salmon
- Cobia
- Coho Salmon
- Flathead Sole
- Greenland Turbot
- King Mackerel
- Longfin Squid
- Pacific Bigeye Tuna
- Pacific Bluefin Tuna
- Pacific Halibut
- Pacific Oyster
- Red King Crab
- Sockeye Salmon
- Yellowtail Flounder

THAILAND

Siam Makro Public Co Ltd



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

UNITED ARAB
EMIRATES

BLUE WATERS GENERAL TRADING LLC

Contact Information			
Title	Name / Email / Phone		
Managing Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.bluewatersllcdubai.com
Company Phone:	Available Upon Registration	Year Founded:	2013
Company Description:	<p>This company, established in Dubai, UAE in 2013, is a medium sized family owned importer, agent and re-exporter of frozen and chilled seafood products. The company imports frozen farmed shrimps from India and Vietnam; frozen squid from India and China; frozen octopus from India and Indonesia; frozen sand lobster from India; frozen rock lobster from Oman; frozen tilapia and frozen white fish fillet from Vietnam; frozen milk fish from Taiwan and Indonesia; frozen king fish from China and Indonesia and fresh king fish, groupers and tuna by air from India. The company operates seafood processing plants and owns cold storage facilities in the UAE, India and Vietnam. The company also produces small quantities of breaded fish fingers, shrimps, fish fillet and squid rings. About 80 percent of the company's products are marketed to the wholesale market and 20 percent re-exported to Saudi Arabia, Egypt and Kuwait. The company is keen on importing and distributing US seafood products particularly lobsters, scallops, black cod and others. It is a good prospect for joining seafood oriented buyers missions such as the Boston Seafood Show mission as well as for visits by trade team members carrying seafood products.</p>		
Type of Business:	Broker, Importer, Wholesaler	Customer(s):	Food Manufacturing, Food Service/HO RECA
Facilities:	Quality control and procurement personnel, and offices in India, Vietnam and UAE.	Geographic Region(s) Served:	GCC countries and Africa.
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CFR	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Frozen		
Capacity to Import:	Frozen Products	Cannot Import:	alcoholic products.



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Products of Interest at this Event:		
Fish & Seafood	Finfish	Atlantic Mackerel (<i>Scomber scombrus</i>)
		Monkfish (<i>Lophius americanus</i>)
	Shellfish	American Lobster (<i>Homarus americanus</i>)
		Boston/Longfin Squid (<i>Loligo pealeii</i> /Doryteuthis (Amerigo) <i>pealeii</i>)
		Crab
		Sea Scallop (<i>Placopecten magellanicus</i>)
		Shortfin/Illex Squid (<i>Illex illecebrosus</i>)
Additional Information		

UNITED ARAB EMIRATES

BLUE WATERS GENERAL TRADING LLC



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

UNITED ARAB
EMIRATES

Chef Middle East LLC

Contact Information			
Title	Name / Email / Phone		
Seafood and Asian Category Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.chefmiddleeast.com
Company Phone:	Available Upon Registration	Year Founded:	1997
Company Description:	<p>Chef Middle East, LLC</p> <p>Chef Middle East was established in 1995 in Dubai, UAE as a branch of Bahrain based Fine Foods Company, which itself was established in the 1930's. In 2014, the company was purchased by Gulf Capital – a major investment company based in Abu Dhabi, UAE. Chef Middle East LLC is one of the largest foodservice companies in the UAE. The company has branches in all the major cities of the UAE as well as one in Qatar and two branches in Oman. The company supplies the leading hotels, restaurants, clubs, airlines and casual dining restaurants in the region. Chef Middle East has different sections of operation. These include: Pastry and Bakery, Dairy, Seafood, Meat and Poultry, Proteins, Mediterranean, Asian, Culinary, Fruits and Vegetables, and others. The company is one of the leading importers and distributors of dry, chilled and frozen foodservice products in the region. It imports frozen beef, pork, turkey, chicken products, shell fish, potato breads as well as mozzarella and other cheeses, food flavors and condiments from the United States; frozen fruit purees, chocolates, foie gras, shrimps, mussels, cheeses, butter, glazed fruits, preserves, bakery ingredients and flavors as well as beverage mixes from France; bakery ingredients and smoked salmon from Spain; frozen pastries, cheeses, butter, specialty rice, premium soft drinks and tomato juice mixes from the United Kingdom; desserts, coffee and milk mixes from Germany; specialty flours, olive oil and mineral water from Italy; seafood from the Netherlands and Norway; cheeses from Denmark and Saudi Arabia; mineral water and coconut water from New Zealand; frozen French fries from Canada; frozen fruits and vegetables from Belgium; condiments from Saudi Arabia; herbs and spices from the Netherlands; butter from Denmark and pasta products and flours locally from the UAE. Chef Middle East represents many famous food brands in the region. About 90 percent of the company's imports are distributed to the foodservice sector, including airline catering and 10 percent to shipchandling and re-export. The company is keen to widen its range of products and its imports from all around the world. It could be a good prospect for joining foodservice oriented buyer missions, such as the NRA, the AFFI and possibly the Fancy Food missions. It is also a good prospect for meetings U.S. trade mission members carrying foodservice products. http://www.chefmiddleeast.com/</p>		



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BUYER PROFILES

Type of Business:	Distributor, FoodService/HORECA, Importer, Importer/Distributor	Customer(s):	FoodService/HORECA
Facilities:	The company operates large warehouses in the UAE, Qatar and Oman where it maintains country offices.	Geographic Region(s) Served:	UAE, Qatar and Oman
Industry Segment(s):	Frozen, Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	EXW/LC	Consolidator(s) in the US:	1025 Raco Court Suite D, Lawrenceville, GA 30046
Preferred Port(s) of Import:	Dubai, UAE	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic, Chilled, Frozen, Halal, No Preservatives, Organic		
Capacity to Import:	Chilled Products, Frozen Products, Meat Products	Cannot Import:	Alcoholic products and products containing alcohol.
Products of Interest at this Event:			

Additional Information	
<p>Estimated Total 2019 Seafood Imports: \$540,000 Estimated Total 2019 US Seafood Imports: 500,000</p> <p>Products of Interest:</p> <ul style="list-style-type: none"> -American Lobster (Live, Tails, Claw & Knuckle Meat, HPP) - Estimated Annual Purchases: \$120,000 - Atlantic Herring (Whole Frozen) Estimated Annual Purchases: \$10,000 -Atlantic Mackerel (Whole Frozen) Estimated Annual Purchases: \$15,000 -Black Cod - Estimated Annual Purchases: \$300,000 -Black Sea Bass (Fillets) - Estimated Annual Purchases: \$50,000 -Blue Mussel (Live, Meats) Estimated Annual Purchases: \$30,000 -Boston/Longfin Squid (Whole) - Estimated Annual Purchases: \$20,000 -Deep Sea Red Crab (Frozen) - Estimated Annual Purchases: \$40,000 -Eastern Oyster (Frozen Half-Shell) - Estimated Annual Purchases: \$5,000 -Jonah Crab (Frozen) - Estimated Annual Purchases: \$30,000 -Ocean Perch/Redfish (Fillets) - Estimated Annual Purchases: \$20,000 -Sea Scallops (Fresh Meats, Frozen Meats, Dry/Natural, Treated) Estimated Annual Purchases: \$140,000 -Shortfin/Illex Squid (Whole) - Estimated Annual Purchases: \$20,000 	

UNITED ARAB EMIRATES

Chef Middle East LLC



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

VIETNAM

Bao Quang Producing and Trading Company

Contact Information			
Title	Name / Email / Phone		
Director General	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	
Company Phone:	Available Upon Registration	Year Founded:	1997
Company Description:	Established in 1997, Bao Quang is widely known as a trustworthy importer and distributor of frozen pork and chicken in the north of Vietnam. We have specialized in catering the ingredients for key meat-based producers like CP Vietnam, Mavin, Duc Viet, San Miguel, etc. Besides, we are also supplying a wide range of foods into retail market including Metro, Big C, Aeon, Vinmart. From 2019, we have started to expand our frozen product category by supplying cod fish to HORECA and retailers. In 2020, our target is searching for new species in bulk pack and retail packaging for factories, Horeca and retail markets.		
Type of Business:	Importer/Distributor	Customer(s):	Food Manufacturing, Food Service/HORECA, Retail - Club Store/Warehouse, Retail - Convenience, Retail - Internet/TV, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Facilities:	Ambient and frozen warehouses, refer truck, motobike delivery	Geographic Region(s) Served:	Whole Vietnam
Industry Segment(s):	Beverages, Confectionery, Frozen, Health and Beauty, Retail, Seafood, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF Haiphong port	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Chilled, Frozen, Halal		



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Capacity to Import:	Alcoholic Beverages,Chilled Products,Dairy Products,Frozen Products,Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			
Fish & Seafood	Shellfish		
Additional Information			
<p>Products of Interest</p> <ul style="list-style-type: none"> Acadian Redfish Arrowtooth Flounder Atlantic Herring Atlantic Mackerel Atlantic Pollock Butterfish California Market Squid Gag Grouper Greater Amberjack Greenland Turbot Northern Anchovy Pacific Ocean Perch Pacific Sardine Pacific Wahoo Red Grouper Scup Silver Hake 			

VIETNAM

Bao Quang Producing and Trading Company



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

VIETNAM

Do Gia Sefood Export & Import Company Ltd.

Contact Information			
Title	Name / Email / Phone		
General Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	
Company Phone:	Available Upon Registration	Year Founded:	2011
Company Description:	Seafood company from Vietnam		
Type of Business:	Importer, Wholesaler	Customer(s):	Food Manufacturing, Food Service/HO RECA, Retail - Drugstore, Retail - Internet/TV
Facilities:	Multiple branches include: Ha Noi, Nha Trang, Da Nang, Can Tho	Geographic Region(s) Served:	Vietnam nationwide
Industry Segment(s):	Foodservice/HRI, Frozen, Health and Beauty, Natural/Organic, Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF Ho Chi Minh City/Ha Noi	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	Seattle, WA
Product Information			
Attributes of Interest:	Frozen		
Capacity to Import:	Frozen Products, Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			

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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Products of Interest
Alaska Snow Crab
Chum Salmon
Red King Crab
Sablefish
Acadian Redfish
American Lobster
Atlantic Salmon
Sea Scallop
Blue Mussel
Eastern Oyster
Pacific Oyster
Caribbean Spiny Lobster
Red Snapper

VIETNAM

Do Gia Sefood Export & Import Company Ltd.



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BUYER PROFILES

VIETNAM

Pham Gia Phat Export Import Co.

Contact Information			
Title	Name / Email / Phone		
Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	no
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	Nominating for Seafood Buyers Mission		
Type of Business:	Distributor, Importer/Distributor, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Supermarket/Grocery
Facilities:		Geographic Region(s) Served:	All regions in Vietnam
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):		Consolidator(s) in the US:	None
Preferred Port(s) of Import:	Vietnam	Preferred Port(s) of Export from US:	
Product Information			
Attributes of Interest:	Frozen		
Capacity to Import:	Frozen Products	Cannot Import:	N/A
Products of Interest at this Event:			
Fish & Seafood	Shellfish		
Additional Information			



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Virtual Seafood Buyers Mission
Boston, MA 09/21/2020 - 09/24/2020
BUYER PROFILES

Estimated Total 2019 Seafood Imports: \$500,000
Estimated Total 2019 US Seafood Imports: \$500,000

Products of Interest:

- Alaska Pollock (Currently Purchased)
- Alaska Snow Crab (Currently Purchased)
- American Lobster (Currently Purchased)
- Atlantic Cod (Currently Purchased)
- Atlantic Northern Shrimp (Currently Purchased)
- Atlantic Salmon (Currently Purchased)
- Blue Fish (Currently Purchased)
- Brown Rock Shrimp (Currently Purchased)
- Brown Shrimp (Currently Purchased)
- Caribbean Spiny Lobster (Currently Purchased)
- Chinook Salmon (Currently Purchased)
- Chum Salmon (Currently Purchased)
- Coho Salmon (Currently Purchased)
- Geoduck (Currently Purchased)
- Longfin Squid (Currently Purchased)
- Pacific Cod (Currently Purchased)
- Pacific Halibut (Currently Purchased)
- Pink Salmon (Currently Purchased)
- Pink Shrimp (Currently Purchased)
- Red King Crab (Currently Purchased)
- Sockeye Salmon (Currently Purchased)
- White Shrimp (Currently Purchased)

VIETNAM

Pham Gia Phat Export Import Co.



T: 312.334.9200 or 215.829.9111

E: info@foodexport.org | www.foodexport.org

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