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**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**

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**DIRECTORY OF BRITISH COLUMBIA FOODSERVICE DISTRIBUTORS**  
**-- 2005 --**

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Prepared By:

NOVACORP CONSULTING INC.  
Vancouver - British Columbia

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July - 2005

## **Foreword**

This "Foodservice Distributor Directory" is intended to facilitate the distribution of a wide variety of healthy British Columbia fresh, frozen, dry and processed food products to restaurants in the province. The directory was prepared by Novacorp Consulting Inc. of Vancouver from May through July, 2005 based on research undertaken by the company. It was commissioned by the British Columbia Restaurant & Foodservice Association (BCFRA) which has its main office in Vancouver.

The directory provides valuable distribution system information and foodservice distributor corporate information and contacts. It should prove useful to those British Columbia producers, processors and restaurants who wish to capitalize on the distribution network and supply chain within the province. It will be especially helpful to small and medium sized businesses and operators who may not fully understand the 'producer-to-restaurant table' supply chain and distribution system.

While the directory focuses on the supply chain connecting producers of fresh B.C. products with restaurants in the province, it can be effectively used, as well, for processed food, frozen food and beverage producers. Generally, however, these companies are fully integrated within, and knowledgeable of, the supply chain, its intricacies and its complexities because they are larger operators with established distribution arrangements.

The BCRFA represents every type of operation from Fine Dining to Quick Service, and from Catering to Suppliers in the growing British Columbia restaurant and foodservice industry.

As the voice of B.C. Restaurants, the Association is a strong and united body which allows it to lobby on behalf of the industry. BCRFA keeps an eye on government and is working to build a healthier and more prosperous foodservice industry in the province. The British Columbia Restaurant and Foodservices Association, and its 10 individual branches, are actively involved in legal issues, with its legislative committee fighting liquor legislation, smoking bylaws and labour regulations, among others.

Each year the BCRFA presents FAB, the annual B.C. Food and Beverage Conference, a training session for the industry. As well, the Association presents the Gala Awards, honouring leaders from the provincial restaurant scene. In 2005, the association founded the B.C. Restaurant Hall of Fame, which acknowledges those key individuals, such as 2005 Pioneer inductees Hy Aisenstat and Nat Bailey, who have shaped the province's vibrant industry.

Additionally, the B.C. Restaurant and Foodservices Association publishes the magazine B.C. Restaurant News eight times annually, for distribution to its province-wide membership.

BCRFA encourages your participation and membership in the organization and its initiatives such as that represented by this directory.

## 1.0 AN OVERVIEW OF FOOD PRODUCT DISTRIBUTION IN BRITISH COLUMBIA

This directory provides an overview, not a detailed analysis, of the supply chain connecting food producers and processors with restaurants in the province. The “supply chain” is the network of companies connecting the producers, processors and fishers with the ultimate consumer of the products. B.C. products are consumed in restaurants, hotels, food outlets, cafeterias, schools, hospitals and other institutions ... and they are purchased by the consumer from large chain retailers, independent grocery stores and specialty stores.

The food supply chain connecting the producer and the consumer is, for purposes of this directory, the “distribution system” for food and beverage products in British Columbia. The supply chain can be confusing, with many variations occurring depending on arrangements made among the parties for specific products, marketing and distribution channels. This directory, however, provides a simplistic description of the network in British Columbia for small and medium sized B.C. food producers in the hope that it will contribute to the rapidly growing recognition and inclusion of B.C. products, especially “healthy” B.C. food products, on restaurant menus throughout the province.

### 1.1 The Players Within the Supply Chain

The principal types of business involved in the British Columbia fresh and processed product supply chain are summarized and described briefly in the following paragraphs.

Growers, fishers and producers are the beginning of the food system in the province. With the exception of meat and poultry producers, where product is distributed directly to buyers for slaughtering and packing, fresh food products can be and are distributed directly to packers, shippers, wholesalers and/or foodservice distributors.

Once a crop is harvested, or fish are delivered to the dock, the product is prepared for shipping either on-site or at a packing facility. The packer normally washes, grades, packs and, often, cools the product before shipment. Washing, grading and/or some packing is often done by producers who, in turn, sell the product to wholesalers, distributors, processors and/or directly to retailers and restaurants ... although direct sales to restaurants is not common (i.e. there is usually one, and often more, intermediary companies involved).

Shippers receive product directly from the producer, the packer and/or the processor and transport the goods, with or without ownership, to the next company within the supply chain which is, most frequently, a wholesaler (for retail sales) or a foodservice distributor (for restaurant, hotel and institutional sales). Shippers tend not to be involved in the intra-provincial food supply chain in British Columbia, but are more predominant for food products imported from the United States.

Brokers are the least visible players within the distribution process. These individuals or companies serve either buyers or sellers by locating supplies and negotiating their sale. They, generally, do not take ownership of the product but, rather, act as agents on behalf of a grower, growing region, product group, shipper or buyer. Brokers are not common within the foodservice (i.e. producer-to-restaurant) supply chain in British Columbia. They tend to be more involved within the retail (i.e. producer-to-grocery/food retailer) supply chain and, then, for specific products and geographic areas (often in the United States or offshore). Brokers are heavily involved with food product imports to B.C. from offshore suppliers, in which case they often sell directly to foodservice distributors in the province. They are not of key importance to

the objectives of this directory which focus on current producer-to-restaurant distribution characteristics in B.C. and some of the foodservice distributors involved.

Wholesalers buy product from brokers or directly from producers, packers, processors, shippers and importers. In British Columbia, their primary function is to procure product, undertake some deconsolidation and storage, and market and distribute it to retail and/or foodservice customers. Many foodservice distributors in B.C. consider themselves as, and are considered by others as, wholesalers. Some smaller wholesalers, known as jobbers, often buy product from larger wholesalers and re-sell to retailers and restaurants.

Wholesalers in B.C., generally as this term is used within the industry here, are an integral part of the producer-to-retailer supply chain and not a key player within the producer-to-restaurant supply chain. They deal in high volumes which is inconsistent with restaurant buying habits. Wholesaler sales direct to restaurants is generally less than 5% and frequently less than 1% or 2% of gross volume. Wholesaler sales to foodservice distributors in the province is generally within similarly small proportions.

Foodservice distributors (FSD's) are the focus of this directory. They, effectively, act in B.C. as the 'wholesalers' within the producer-to-restaurant/hotel supply chain. These companies are also integrally involved in the distribution of product to institutional buyers (e.g. schools, hospitals, etc.), and sometimes provide full food service operations in cafeterias, at arenas and for major events.

Because of their markets, foodservice distributors sometimes undertake some 'value added' operations (e.g. product deconsolidation, packaging, sorting, storing, inventorying, peeling, slicing, etc.) which the wholesalers in the province generally do not. This 'tailoring' of products for the foodservice customers reflects the lower customer volumes purchased (vs. retailers), the more frequent delivery and the variety as well as the special needs requirements of restaurants and hotels.

There are a number of B.C. players within this segment of the industry which are owned by national and international distribution companies. There are numerous, independent, small and medium size FSD's located in British Columbia serving regional foodservice markets. All of these FSD's are the principal focus of this directory, although it does not yet include all businesses within the industry. It will be expanded and up-dated over time as more research is carried out. BCRFA encourages those foodservice distributors which are not, as yet, included to provide their current and relevant corporate information directly to the contact co-ordinates in the footnote below.

Foodservice distributors which focus on institutional sales and large catering contracts are referenced but not highlighted in this document.

## **1.2 The Distribution Network**

There are three distinct sectors within the British Columbia food distribution industry as follows:

- distribution of food, food products and beverages between producers and fishers (including processors) and the retail sector (e.g. retail grocery stores and chains);
- distribution of food, food products and beverages between producers and fishers (including processors) and the restaurant/hotel sector (e.g. all levels of restaurants, fast-food outlets, hotels, etc.); and

- distribution of food, food products and beverages between producers and fishers (including processors) and the institutional sector (e.g. schools, hospitals, rehabilitation centres, prisons, etc.)

The distribution companies which operate within each of these sectors tend to be different and distinct from those which operate within the other sectors. There is some, but little, overlap. Figure 1.1 portrays these three distinct sectors graphically and identifies their distinct business model characteristics. Wholesalers are the primary distributor to the retail sector while foodservice distributors (FSD's) are the principal distributor to the restaurant, hotel and institutional sectors.

**FIGURE 1.1**  
**BRITISH COLUMBIA FOOD DISTRIBUTION INDUSTRY SECTORS**

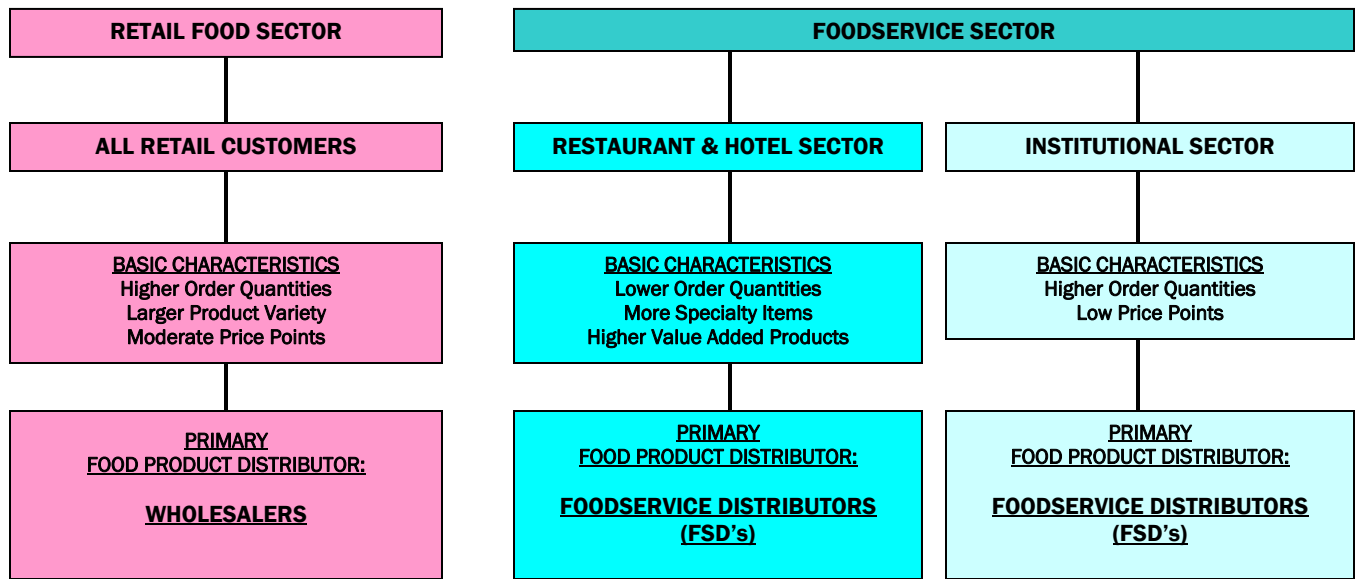
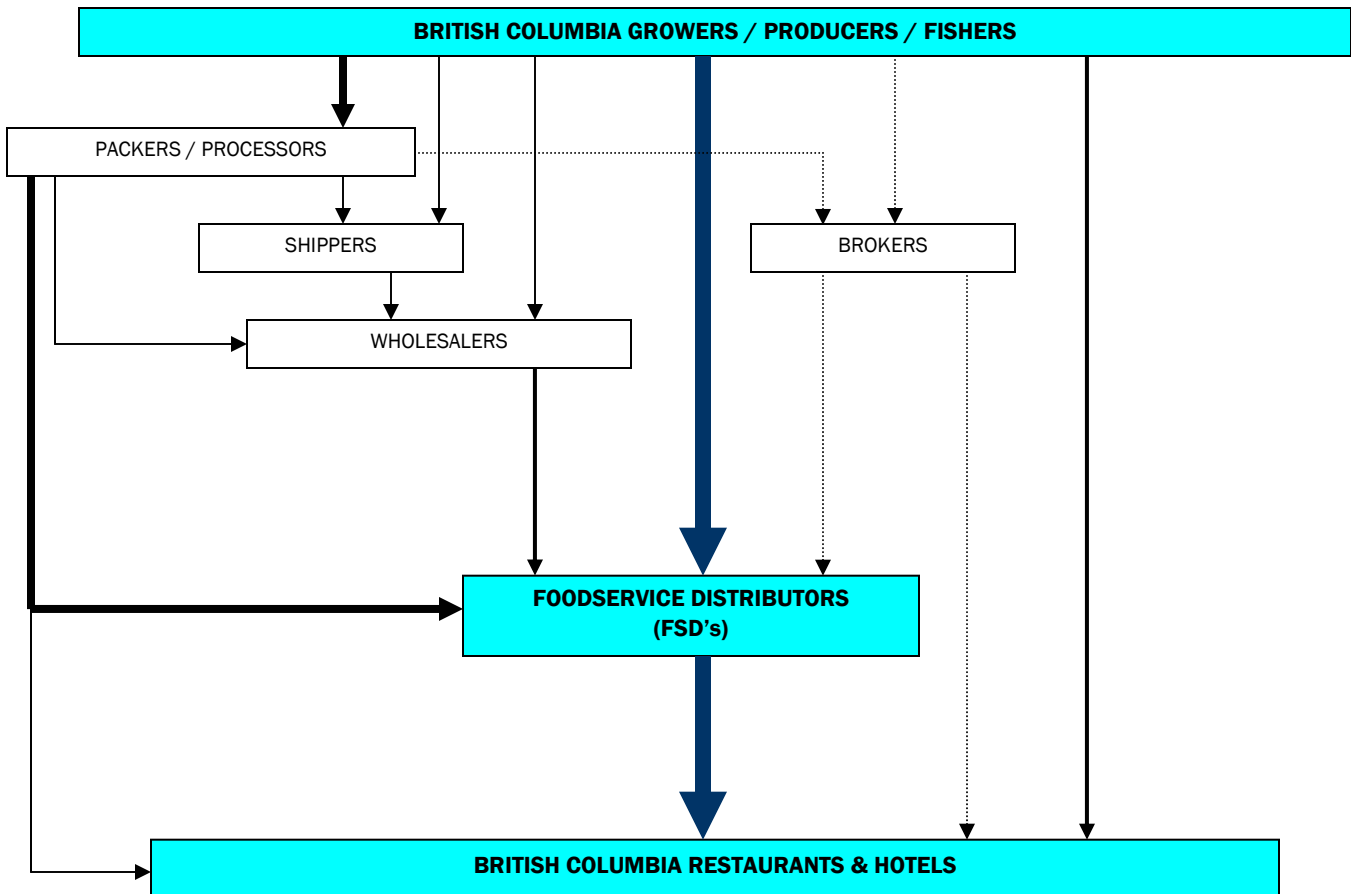


Figure 1.2 (below) provides a better understanding of the 'producer-to-restaurant' supply chain in British Columbia. The figure does not describe all of the possible variations within the distribution system, but it does provide an accurate and practical understanding of the key players and product flow patterns of most importance to this directory.

The width of the lines connecting the various industry players in Figure 1.2 provides a very approximate indication of the relative product volumes moving among the business groups involved in the British Columbia supply chain. These relative volumes vary considerably from those for the food supply chain connecting United States and offshore suppliers with B.C. restaurants and hotels.

**FIGURE 2.2**  
**BRITISH COLUMBIA PRODUCER-TO-RESTAURANT SUPPLY CHAIN**



## 2.0 PRINCIPAL BRITISH COLUMBIA FOODSERVICE DISTRIBUTORS

Corporate and contact information for a variety and range of foodservice distributors in British Columbia is provided, alphabetically by company, in the following pages. Information obtained during the research on individual company product lines, market areas and purchasing policies is included where available.

It is important to recognize that foodservice distributors fall into two distinct categories as follows:

- companies that supply all types of restaurants and hotels; and
- companies that supply the 'institutional' market including schools, hospitals, prisons, stadiums/arenas and major events.

The latter, for the most part, are comprised of large, international firms (e.g. U.S.-based Aramark and U.K.-based Compass Group) which are focused on institutional sales and provide a full range of food services, including the delivery of meals in cafeterias as well as major event catering. These companies are not incorporated into the directory which focuses on the British Columbia 'producer-to-restaurant' distribution network.

Basic and relevant information concerning a variety of foodservice distributors which should be of interest to the independent producers and restaurants of British Columbia is included in the following pages of this directory. This information will be supplemented and up-dated as more research is carried out and as more information from the industry is submitted to BCRFA.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** ALBION FISHERIES LTD.
**Business:** Regional, national and international foodservice and retail distributor carrying a wide variety of fresh, frozen and dry seafood products in the following categories:

- specializing in Pacific Northwest fresh and frozen seafood products; and
- seafood products from around the world.

<b>Senior Management: (B.C. Head Office)</b>	<u>Mr. Dave Athey</u>	- Chair
	<u>Mr. Colin McMillan</u>	- President
	<u>Mr. Robert Joss</u>	- Controller
	<u>Ms. Gwen Mackay</u>	- Vice-president Human Resources
	<u>Mr. Rob Walker</u>	- Corporate Sales and Marketing Manager
	<u>Mr. Shane King</u>	- General Manager, Victoria Operation
	<u>Mr. Cameron McNab</u>	- Manager of Information Systems
	<u>Mr. Steve Hughes</u>	- Corporate Purchasing Manager

**Parent Company:** Not applicable

**Subsidiaries:** Not applicable

**Co-ordinates:  
(B.C. Head Office)** 1077 Great Northern Way, Vancouver, B.C., V5T 1E1  
 Telephone: 604-875-9411 ... Toll free: 1-800-661-0071  
 Facsimile: 604-874-8534  
 Website: [www.albion.bc.ca](http://www.albion.bc.ca)  
 E-Mail Address: [info@albion.bc.ca](mailto:info@albion.bc.ca)

**Co-ordinates:  
(B.C. Branch Office)** 740 Tye Road, Victoria, B.C., V9A 6X3  
 Contact Name: Shane King - General Manager  
 Telephone: 250-382-8286 ... Toll free: 1-800-451-9776  
 Facsimile: 250-381-1346  
 Website: [www.albion.bc.ca](http://www.albion.bc.ca)

**Co-ordinates:  
(AB Branch Office)** Bay 5 - 3320 14<sup>th</sup> Avenue NE, Calgary, Alberta, T2A 6J4  
 Contact Name: Rob Walker - Vancouver Office  
 Telephone: 403-235-4531  
 Facsimile: 403-235-4594  
 Website: [www.albion.bc.ca](http://www.albion.bc.ca)

**ALBION FISHERIES LTD. – Page 2 of 2****Co-ordinates:  
(QCI Branch Office)**

P.O. Box 400, Queen Charlotte City, B.C., V0T 1S0  
Contact Name: Tom Argue  
Telephone: 250-559-4784  
Facsimile: 250-559-8679  
Website: [www.albion.bc.ca](http://www.albion.bc.ca)

**B.C. Purchasing and  
Marketing Contacts:**

Mr. Rob Walker - Vancouver (Corporate Sales & Marketing Manager)  
Telephone: 604-875-9424 Extension: 334  
E-Mail: [robwal@albion.bc.ca](mailto:robwal@albion.bc.ca)

Mr. Steve Hughes - Vancouver (Corporate Purchasing Manager)  
Telephone: 604-875-9424  
E-Mail: [stehug@albion.bc.ca](mailto:stehug@albion.bc.ca)

Mr. Garry Gurney - Vancouver (Senior Buyer, Purchasing Manager)  
Telephone: 604-875-9424 Extension: 321  
E-Mail: [gargur@albion.bc.ca](mailto:gargur@albion.bc.ca)

Mr. Tom Adlersparre - Victoria (Senior Buyer)  
Telephone: 250-382-8286  
E-Mail: [tomadl@albion.bc.ca](mailto:tomadl@albion.bc.ca)

**B.C Warehouses:**

Vancouver and Victoria

**Purchasing Policy:**

Albion purchases most of its product from British Columbia sources. This is accomplished directly through its buying stations (in Victoria and Queen Charlotte City) and its Vancouver office. The company also buys fresh and value-added products from around the world. Its supply chain in the province includes direct purchasing from independent fishers, contracted fishing boats, contracted buyers and a few seafood processors/packers.

Albion Fisheries Ltd. is a wholesaler/distributor of fish products primarily to restaurants/hotels and retailers throughout British Columbia, but also to customers on the west coast of the United States, in Europe and in Japan. It is the largest distributor of seafood products in western Canada.

Purchasing decisions for B.C. products are made at the company's Vancouver, Victoria and Calgary offices.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** ALLIED FOOD SERVICES
**Business:** Regional foodservice distributor carrying a variety of fresh products in each of the following categories:

- produce;
- dairy;
- other grocery products; and
- processed products (e.g. diced/peeled/shredded/mixed vegetables, etc.)

**Senior Management:** Mr. Leigh Seto - President  
**(B.C. Head Office)** Mr. Bill Hum - General Manager  
Mr. Ming Jung - Sales & Administration Manager
**Parent Companies:** Pacific Produce Co. Ltd. – Vancouver ... owned by:  
 FreshPoint Inc. – Houston ... owned by:  
 Sysco Corporation - Houston

**Subsidiaries:** Not Applicable

**Co-ordinates:** 1100 Venables Street, Vancouver, B.C., V6A 2E2  
**(B.C. Head Office)** Telephone: 604-251-2291 ... Toll free: 1-800-668-3977  
Facsimile: 604-251-2023  
Website: [www.freshpoint.com](http://www.freshpoint.com)  
E-Mail Address: See individual contacts below
**Co-ordinates:** Not Applicable  
**(B.C. Branch Office)**
**B.C. Purchasing and Marketing Contacts:** Mr. Bill Hum – General Manager  
Telephone: 604-251-2291  
E-Mail: [billhum@pacific-produce.com](mailto:billhum@pacific-produce.com)
Mr. Ming Jung – Sales and Administration Manager  
Telephone: 604-251-2291  
E-Mail: [mingjung@pacific-produce.com](mailto:mingjung@pacific-produce.com)

**ALLIED FOOD SERVICES – Page 2 of 2**

Mr. Al Ferguson – Produce Specialist  
Telephone: 604-251-2291  
E-Mail: [alferguson@pacific-produce.com](mailto:alferguson@pacific-produce.com)

**B.C Warehouses:** One foodservice warehouse located in Vancouver.

**Purchasing Policy:** The company purchases (primarily fresh) food products in British Columbia, the United States and offshore (e.g. Holland, Spain, Mexico). It buys B.C. produce during the growing season in the province, for the most part directly from several growers, producers and co-operatives. Allied Foods also processes fresh products including dicing, shredding, slicing, peeling and mixing of various vegetables and greens (e.g. onions, carrots, lettuce, potatoes, etc.) to meet its customers' uncooked product requirements. It does not currently buy or distribute organically grown and natural food products, but has plans to do so in the near future.

Allied Foods is dedicated to supplying foodservice operators (including restaurants and hotels) throughout the Greater Vancouver area. Its parent company, Pacific Produce - Vancouver, supplies the retail industry while its affiliate, Pacific Produce - Nanaimo, supplies both the restaurant and the retail sectors on Vancouver Island.

Purchasing decisions for B.C. products are made at the company's Vancouver office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** BARNEY'S FOODSERVICE CO. LTD.
**Business:** Regional full-service food distribution company supplying fresh, frozen, dry and packaged food products to foodservice and retail customers in the Okanagan Valley in the following categories:

- fresh fruits and produce;
- protein products (including seafood, meat and poultry);
- dairy products including cheese;
- dry products;
- spices, oils and herbs; and
- paper products.

**Senior Management:** Ms. Corina Voll - Co-Owner  
**(B.C. Head Office)** Mr. Brent Robarts - Co-Owner

**Parent Company:** Not Applicable

**Subsidiaries:** Not Applicable

**Co-ordinates:** 1929 Bredin Road, Kelowna, B.C., V1Y 7S9  
**(B.C. Head Office)** Telephone: 250-762-6465 ... Toll free: 1-877-308-2233  
Facsimile: 250-762-6427  
Website: [www.barneysfoodservice.ca](http://www.barneysfoodservice.ca)  
E-Mail Address: [barneysfoodservice@shaw.ca](mailto:barneysfoodservice@shaw.ca)
**Co-ordinates:** Not Applicable  
**(B.C. Branch Office)**
**B.C. Purchasing and Marketing Contacts:** Ms. Corina Voll – Sales Manager (Kelowna & South Okanagan)  
Telephone: 250-762-6465  
E-Mail: [barneysfoodservice@shaw.ca](mailto:barneysfoodservice@shaw.ca)
Mr. David Light – Sales Manager (North Okanagan)  
Telephone: 250-762-6465  
E-Mail: [barneysfoodservice@shaw.ca](mailto:barneysfoodservice@shaw.ca)
Mr. Ken Foreman – Produce Buyer  
Telephone: 250-762-6465  
E-Mail: [barneysfoodservice@shaw.ca](mailto:barneysfoodservice@shaw.ca)

**BARNEY'S FOODSERVICE CO. LTD. – Page 2 of 2**

**B.C Warehouses:** One main warehouse, distribution and processing centre in Kelowna.

**Purchasing Policy:** Barney's Foodservice purchases fresh and processed food products in British Columbia, Alberta, Ontario and the United States (primarily California). B.C. products are purchased during the growing season and California products are purchased throughout the year. Meat products are sourced primarily in Alberta and Ontario. In B.C., the company buys the large majority of its produce directly from growers and producers. Meats and poultry products are purchased from processors as are some seafood products.

The market for Barney's Foodservice is comprised predominantly of foodservice operators (including restaurants, hotels, fruit stands, retirement homes and rehabilitation centres) in the Okanagan Valley from Sicamose to Penticton. The company also sells directly to the retail sector in this region. It undertakes some processing and preparation of food and vegetables (e.g. dicing, chopping, peeling, etc.) for its customers in the restaurant industry and offers 'same-day' delivery service in the Kelowna area.

Purchasing decisions for B.C. products are made at the company's Kelowna office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** BLUNDELL SEAFOODS LTD.
**Business:** Regional and national foodservice and retail distributor carrying a wide variety of fresh, frozen, processed and smoked seafood products in the following categories:

- bottom fish;
- exotic fish;
- salmon and trout;
- shellfish;
- lobsters, prawns, shrimp & scallops;
- smoked products; and
- miscellaneous products.

**Senior Management:** Mr. Rick Ogilvie - Vice President - Sales  
**(B.C. Head Office)**
**Parent Company:** Not applicable

**Subsidiaries:** Not applicable

**Co-ordinates:** 11351 River Road, Richmond, B.C., V6X 1Z6  
**(B.C. Head Office)** Telephone: 604-270-3300  
Facsimile: 604-270-6513  
Website: [www.blundellseafoods.com](http://www.blundellseafoods.com)  
E-Mail Address: [sales@blundellseafoods.com](mailto:sales@blundellseafoods.com)
**Co-ordinates:** Not available  
**(B.C. Branch Office)**
**B.C. Purchasing and**  
**Marketing Contacts:** Mr. Bob Akin – Director of Purchasing  
Telephone: 604-270-3300  
E-Mail: [bakin@blundellseafoods.com](mailto:bakin@blundellseafoods.com)
Mr. Stanley Yan – Purchasing Manager  
Telephone: 604-270-3300  
E-Mail: [syan@blundellseafoods.com](mailto:syan@blundellseafoods.com)
Mr. Rob Kaleks – Sales Manager – Food Service  
Telephone: 604-270-3300  
E-Mail: [rkaleks@blundellseafoods.com](mailto:rkaleks@blundellseafoods.com)

**BLUNDELL SEAFOODS LTD. – Page 2 of 2**

Mr. Stanley Yan – Sales Manager – Asian Markets  
 Telephone: 604-270-3300  
 E-Mail: [syan@blundellseafoods.com](mailto:syan@blundellseafoods.com)

Mr. Jason Morgan – Sales Representative – Food Service  
 Telephone: 604-270-3300  
 E-Mail: [jmorgan@blundellseafoods.com](mailto:jmorgan@blundellseafoods.com)

Ms. Tina Tse – Sales Representative – Food Service  
 Telephone: 604-270-3300  
 E-Mail: [tse@blundellseafoods.com](mailto:tse@blundellseafoods.com)

Mr. Stephen Cheung – Sales Representative – Asian Markets  
 Telephone: 604-270-3300  
 E-Mail: [scheung@blundellseafoods.com](mailto:scheung@blundellseafoods.com)

Mr. John Ma – Sales Representative – Asian Markets  
 Telephone: 604-270-3300  
 E-Mail: [jma@blundellseafoods.com](mailto:jma@blundellseafoods.com)

**B.C Warehouses:** Principal cold storage warehouse, distribution centre and processing facility located in Richmond, B.C.

**Purchasing Policy:** Blundell Seafoods purchases its product within British Columbia and around the world (including New Zealand, southeast Asia and South America). It sources both fresh and frozen seafood from fishers, vessel owners and processors.

The company is a major wholesaler (to the retail sector) and foodservice distributor (to the restaurant sector) of fresh, frozen, processed and smoked seafood products in the Greater Vancouver and the Whistler/Squamish areas. It also distributes provincially and nationally and exports seafood products to various locations internationally. The operations of Blundell Seafoods include purchasing and distribution, processing, packing and cold storage.

Purchasing decisions for B.C. products are made at the company's Richmond office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** CENTRAL FOODS CO. LTD.
**Business:** Regional foodservice distributor providing a variety of products to restaurants in Greater Vancouver within the following categories:

- fresh produce;
- miscellaneous grocery items; and
- frozen products.

**Senior Management:** Mr. William Wong - President  
**(B.C. Head Office)** Ms. Thomas Tang - Controller  
Ms. Anna Wong - Purchasing & Sales Manager
**Parent Company:** Not applicable

**Subsidiaries:** Not applicable

**Co-ordinates:** 12160 Horseshoe Way, Richmond, B.C., V7A 4V5  
**(B.C. Head Office)** Telephone: 604-271-9797 ... Toll Free: 1-800-663-4701  
Facsimile: 604-271-8380  
E-Mail Address: See contact below
**Co-ordinates:** Not applicable  
**(B.C. Branch Offices)**
**B.C. Purchasing and Marketing Contact:** Ms. Anna Wong - Purchasing and Sales Manager  
Telephone: 604-271-9797  
E-Mail: [awong@centralfoods.com](mailto:awong@centralfoods.com)
**B.C Warehouses:** One warehouse/distribution centre located in Richmond.

**Purchasing Policy:** Central Foods distributes a variety of food products to the restaurant industry in Greater Vancouver. The company buys directly from B.C. producers and growers, during the growing season, and from growers and producers in the United States throughout the year.

Purchasing decisions for B.C. products are made at the company's Richmond office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** JIM M. KOO PRODUCE LTD.
**Business:** Regional foodservice distributor supplying restaurants and hotels in the Greater Vancouver area and providing products within the following categories:

- fresh and frozen produce;
- dairy products;
- grocery items; and
- organically grown products in season and as available.

**Senior Management:** Mrs. Teana Koo - President  
**(B.C. Head Office)** Ms. Yvonne Leong - General Manager
**Parent Company:** Not applicable

**Subsidiaries:** Not applicable

**Co-ordinates:** 777 Clark Drive, Vancouver, B.C., V5L 3J3  
**(B.C. Head Office)** Telephone: 604-253-6622 ... Toll Free: 1-877-280-8828  
Facsimile: 604-253-0261  
Website: [www.kooproduce.com](http://www.kooproduce.com)  
E-Mail Address: See contacts below
**Co-ordinates:** Not applicable  
**(B.C. Branch Offices)**
**B.C. Purchasing and Marketing Contacts:** Ms. Yvonne Leong – Senior Buyer - Groceries  
Telephone: 604-253-6622  
E-Mail: [yvonne@kooproduce.com](mailto:yvonne@kooproduce.com)
Mr. Sze Mak – Senior Buyer – Fresh Produce  
Telephone: 604-253-6622  
E-Mail: [sze@kooproduce.com](mailto:sze@kooproduce.com)
Mr. Ben Ma – Senior Buyer  
Telephone: 604-253-6622  
E-Mail: [ben@kooproduce.com](mailto:ben@kooproduce.com)

**JIM M. KOO PRODUCE LTD. – Page 2 of 2**

Ms. Barbara Koo – Senior Buyer - Herbs  
Telephone: 604-253-6622  
E-Mail: [barbara@kooproduce.com](mailto:barbara@kooproduce.com)

Ms. Tami Wong - Buyer  
Telephone: 604-253-6622  
E-Mail: [tami@kooproduce.com](mailto:tami@kooproduce.com)

**B.C Warehouses:** One warehouse and distribution centre in Vancouver.

**Purchasing Policy:** Jim M. Koo Produce purchases a variety of fresh and frozen produce, grocery and dairy products from suppliers in British Columbia, the United States and offshore. B.C. products are generally purchased directly from independent growers and producers, primarily in the Lower Mainland and Fraser Valley. The company purchases most of its offshore products from brokers.

Jim M. Koo Produce supplies restaurants of all types and hotels in the Greater Vancouver area. It will source and supply organically grown products on request and as available in season.

Purchasing decisions for B.C. products are made at the company's Vancouver office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** NEPTUNE FOOD SERVICE INC.
**Business:** Regional and national broad line foodservice distributor carrying a wide variety of products in each of the following categories:

- meat, poultry and seafood;
- fresh produce;
- coffee & beverages;
- equipment & smallwares;
- grocery & frozen;
- dairy;
- paper, packaging & chemicals; and
- fresh baked goods.

**Senior Management:**

<u>Mr. Frank Geier</u>	- President - GFS Canada
<u>Mr. Dean Noble</u>	- President - Neptune Food Service Inc.
<u>Ms. Lillian White</u>	- Vice-President Finance
<u>Mr. Joe Lavoie</u>	- Director of Marketing & Procurement
<u>Mr. Rick Spindor</u>	- Director of Operations
<u>Mr. Julius Debaar</u>	- Director of Independent Sales
<u>Mr. John Zeron</u>	- Director of Corporate Sales
<u>Ms. Megan Stannard</u>	- Director of Human Resources
<u>Mr. Larry Della Mattia</u>	- Director of Information Technology

**Parent Company:** Gordon Food Service (GFS Canada) - Richmond, B.C. .... owned by:  
Gordon Food Service - Grand Rapids, Michigan

**Subsidiaries:** Not Applicable

**Co-ordinates:**  
**(Head Office)** 1700 Cliveden Avenue, Delta, B.C., V3M 6T2  
Telephone: 604-540-3701 ... Toll free: 1-800-947-0771  
Facsimile: 604-540-3962  
Website: [www.neptunefoodservice.com](http://www.neptunefoodservice.com)  
E-Mail Address: [info@neptunefoodservice.com](mailto:info@neptunefoodservice.com)

**Co-ordinates:**  
**(B.C. Branch Offices)** Not Applicable

**B.C. Purchasing and Marketing Contacts:**  
Ms. Heather Connelly - Marketing Services Leader  
Telephone: 604-540-3765  
E-Mail: [hconnelly@neptunefoodservice.com](mailto:hconnelly@neptunefoodservice.com)

**NEPTUNE FOOD SERVICE INC. – Page 2 of 2**

Ms. Heather Drummond – Marketing Services Co-ordinator  
 Telephone: 604-540-3861  
 E-Mail: [hdrummond@neptunefoodservice.com](mailto:hdrummond@neptunefoodservice.com)

Mr. Jagtar Nijjar – Protein Manager  
 Telephone: 604-540-3785  
 E-Mail: [jnijjar@neptunefoodservice.com](mailto:jnijjar@neptunefoodservice.com)

Ms. Jennifer Martin – Produce Manager  
 Telephone: 604-540-3736  
 E-Mail: [jmartin@neptunefoodservice.com](mailto:jmartin@neptunefoodservice.com)

Mr. Gary McBain – Grocery & Frozen Manager  
 Telephone: 604-540-3742  
 E-Mail: [gmcbain@neptunefoodservice.com](mailto:gmcbain@neptunefoodservice.com)

Mr. Sean O’Keefe – Equipment & Smallwares Manager  
 Telephone: 604-540-3833  
 E-Mail: [Sokeefe@neptunefoodservice.com](mailto:Sokeefe@neptunefoodservice.com)

Mr. Hans Weissig – Paper, Packaging & Chemicals Manager  
 Telephone: 604-540-3741  
 E-Mail: [hweissig@neptunefoodservice.com](mailto:hweissig@neptunefoodservice.com)

Mr. Rob Gambron – Beverage Manager  
 Telephone: 604-540-3835  
 E-Mail: [rgambron@neptunefoodservice.com](mailto:rgambron@neptunefoodservice.com)

**B.C Warehouses:** One main Distribution Centre in Delta, B.C.

**Purchasing Policy:** Neptune Food Service sources a full range of fresh, frozen and dry food products primarily within North America, with a substantial portion of this (except meat products) from B.C. producers, processors and packers. Generally, purchased products are pre-packaged and already prepared for delivery to British Columbia restaurants, foodservice outlets and institutions with no deconsolidation or manipulation of the packaged product (except inspection).

Neptune supplies the full range of B.C. restaurants (from small independent cafes to chain outlets to fine dining establishments) as well as institutions and cafeterias. The company does not sell to the retail industry.

Purchasing decisions for B.C. products are made at the company’s Vancouver office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**


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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** **NORTH DOUGLAS SYSCO FOOD SERVICES - Victoria**
**Business:** Regional multi-line foodservice and retail distributor supplying food products throughout Vancouver Island including a wide variety of fresh, frozen, dry and packaged products in each of the following categories:

- produce;
- meats (fresh, frozen and cured);
- poultry;
- fish and seafood (live, fresh and packaged);
- dairy;
- bakery supplies;
- grocery products (dry and frozen);
- beverages (hot and cold);
- ethnic specialties (Mediterranean and Asian);
- non-food supplies (packaging, serving, cleaning); and
- smallwares and equipment.

**Senior Management:** Mr. Uby Lozupone - President  
**(B.C. Head Office)** Ms. Don Lane - Chief Financial Officer  
Mr. Liborio Nanni - Vice President – Sales and Marketing  
Mr. Andy Chan - Vice President – Produce

**Parent Company:** Sysco Corporation – Mississauga; owned by Sysco Corporation - Houston

**B.C. Subsidiaries:** Not Applicable

**Co-ordinates:** 602 Barbon Place, Victoria, B.C., V8Z 1C5  
**(B.C. Head Office)** Telephone: 250-475-3311 ... Toll free (Vancouver Island): 1-800-363-3331  
Facsimile: 250-475-3344  
Website: [www.northdouglas.sysco.com](http://www.northdouglas.sysco.com)  
E-Mail Address: [sales@northdouglas.sysco.com](mailto:sales@northdouglas.sysco.com)

**Co-ordinates:** Not applicable  
**(B.C. Branch Offices)**

**B.C. Purchasing and Marketing Contacts:** Mr. Brad Gable – Director of Merchandising (non-protein products)  
Telephone: 250-475-3311  
E-Mail: [gable.brad@northdouglas.sysco.com](mailto:gable.brad@northdouglas.sysco.com)

**NORTH DOUGLAS SYSCO FOOD SERVICES – Page 2 of 2**

Mr. Marc Boulet – Director of Merchandising (protein products)

Telephone: 250-475-3311

E-Mail: [boulet.marc@northdouglas.sysco.com](mailto:boulet.marc@northdouglas.sysco.com)

**B.C Warehouses:** One warehouse, distribution and processing centre in Victoria.

**Purchasing Policy:** North Douglas SYSCO is a broad-line foodservice distributor which supplies restaurants, hotels, resorts, schools, logging camps and institutions on Vancouver Island. Its Victoria processing plant prepares produce (e.g. cutting, peeling, etc.), seafoods (e.g. filleting, pinboning, etc.) and meats (e.g. boutique steak cutting, etc.) to meet the needs and order requirements of its customers.

The company purchases products from growers, producers, processors and wholesalers throughout B.C. North Douglas SYSCO also sources a wide variety of food products from the United States and offshore. Poultry and seafood products are purchased mainly from B.C. suppliers and processors while meat products are sourced from processors and packing companies in Alberta and Ontario. Produce is sourced primarily from B.C. growers, producers and co-ops during the growing season. Organically grown products are purchased mainly from B.C. suppliers.

North Douglas SYSCO identifies B.C. grown and produced food products in its product books. Purchasing decisions for B.C. products are made at the company's Victoria office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**

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BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION – bcrfa – FOODSERVICE DISTRIBUTOR DIRECTORY - 2005

Suite 140 – 475 West Georgia Street – Vancouver – British Columbia – V6B 4M9  
Telephone: 604-669-2239 Toll Free: 1-800-663-4482 Facsimile: 604-669-6175  
Website: [www.bcrfa.com](http://www.bcrfa.com) E-Mail: [info@bcrfa.com](mailto:info@bcrfa.com)

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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** **PACIFIC PRODUCE - NANAIMO****Business:** Vancouver Island foodservice and retail distributor carrying a variety of fresh and frozen products in each of the following categories:

- produce;
- dairy;
- meat; and
- other grocery products.

**Senior Management:** Mr. Bruce Ashcraft - Branch Manager  
**(Nanaimo Office)** Mr. Byron Krastel - Foodservices Manager

**Parent Companies:** Pacific Produce Co. Ltd. – Vancouver ... owned by:  
 FreshPoint Inc. – Houston ... owned by:  
 Sysco Corporation - Houston

**Subsidiaries:** Not Applicable

**Co-ordinates:** Pacific Produce Co. Ltd. - Nanaimo  
**(Nanaimo Office)** 4911 Wellington Road, Nanaimo, B.C., V9T 2H5  
Telephone: 250-758-0191 ... Toll Free: 1-800-663-4233  
Facsimile: 250-758-8559  
Website: [www.freshpoint.com](http://www.freshpoint.com)  
E-Mail Address: [byronkrastel@pacific-produce.com](mailto:byronkrastel@pacific-produce.com)

**Vancouver Island  
 Purchasing and  
 Marketing Contacts:** Mr. Byron Krastel – Foodservices Manager  
Telephone: 250-758-0191  
E-Mail: [byronkrastel@pacific-produce.com](mailto:byronkrastel@pacific-produce.com)

Ms. Andrea Hopkins - Buyer  
Telephone: 250-758-0191  
E-Mail: [andreaHopkins@pacific-produce.com](mailto:andreaHopkins@pacific-produce.com)

**PACIFIC PRODUCE – NANAIMO – Page 2 of 2**

**B.C Warehouses:** One warehouse/distribution centre located in Nanaimo.

**Purchasing Policy:** Pacific Produce - Nanaimo purchases fresh and frozen food products from growers and producers on Vancouver Island, elsewhere in British Columbia, in the United States and offshore. It buys B.C. produce during the growing season in the province, for the most part directly from several growers, producers and co-operatives. The company is not currently involved in the purchasing and distribution of organically grown and natural food products.

Pacific Produce – Nanaimo distributes food products to both the foodservice (restaurant) sector and the retail sector on Vancouver Island. Its Vancouver-based parent company, Pacific Produce Co. Ltd., buys product for and distributes it to the retail sector on the B.C. mainland. Its sister company, Allied Food Services is a Vancouver-based foodservice distributor supplying restaurants in the Greater Vancouver area.

Purchasing decisions for B.C. products are made at the company's Nanaimo office.

## **BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**

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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** SEVEN SEAS DISTRIBUTION CO. LTD.

**Business:** Regional and provincial foodservice and retail distributor carrying a wide variety of fresh, frozen and smoked seafood products in the following categories:

- smoked product;
- shellfish;
- salmon and ground fish;
- exotic fish; and
- value-added seafood products.

**Senior Management:** Ms. Debbie Heras - Owner  
**(B.C. Head Office)** Mr. George Heras - President  
 Mr. Chris McKay - General Manager

**Parent Company:** Not applicable

**Subsidiaries:** Not applicable

**Affiliated Companies:** Seven Seas Fish Co. Ltd.  
 Seven Seas Fish Market

**Co-ordinates:** 8295 Crompton, Vancouver, B.C., V5X 4H8  
**(B.C. Head Office)** Telephone: 604-324-8777 ... Toll free: 1-877-647-7327  
 Facsimile: 604-324-8778  
 Website: [www.7seas.ca](http://www.7seas.ca)  
 E-Mail Address: See contact addresses below

**Co-ordinates:**  
**(B.C. Branch Office)** Not applicable

**B.C. Purchasing and Marketing Contacts:** Mr. Robin Kean - Senior Purchaser  
 Telephone: 250-324-8777  
 E-Mail: [rkean@7seas.ca](mailto:rkean@7seas.ca)

**SEVEN SEAS DISTRIBUTION – Page 2 of 2**

Sales Order Desk - Vancouver  
Telephone: 250-324-8777  
E-Mail: [sales@7seas.ca](mailto:sales@7seas.ca)

**B.C Warehouses:** One warehouse/distribution centre in Vancouver.

**Purchasing Policy:** Seven Seas Distribution supplies a wide variety of fresh, frozen, smoked and processed seafood products primarily to the British Columbia restaurant and hotel industry. The company also sells some product to B.C. retailers and fish processing companies.

Seven Seas works co-operatively with its affiliated company, Seven Sea Fish Co. Ltd., which is primarily a fish processor. Seven Seas Distribution both sells product to and buys product from that company. It purchases its product from suppliers in B.C., in the United States and offshore. Seafood purchased within the province is sourced from Seven Seas Fish Co. Ltd. as well as independent fishers, processors, fishing vessels and other companies in the industry. The company undertakes some limited seafood processing based on customer specifications such as cutting and repackaging.

Purchasing decisions for B.C. products are made at the company's Vancouver office.

## **BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**

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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** **SYSCO – HRI SUPPLY LTD. - Kelowna**

**Business:** Regional multi-line foodservice distributor supplying food products throughout the B.C. Interior including a wide variety of fresh, frozen, dry and packaged products in each of the following categories:

- produce;
- meat;
- poultry;
- seafood;
- dairy;
- miscellaneous and frozen food products;
- grocery;
- beverage;
- equipment and supplies;
- paper;
- chemicals; and
- medical.

**Senior Management:**

<b>(B.C. Head Office)</b>	<u>Mr. Rob Cinkant</u>	- President
	<u>Ms. Kara Baybutt</u>	- Chief Financial Officer
	<u>Mr. Frank Ropotar</u>	- Controller
	<u>Mr. Dave Stephenson</u>	- Vice President – Sales
	<u>Mr. John Kielpinski</u>	- Vice President – Marketing
	<u>Mr. Guy Bourbeau</u>	- Vice President - Merchandising
	<u>Mr. John Younger</u>	- Vice President – Operations

**Parent Company:** Sysco Corporation – Mississauga; owned by Sysco Corporation - Houston

**B.C. Subsidiaries:** Not Applicable

**Co-ordinates:** 9385 Jim Bailey Road, Kelowna, B.C., V4V 1S4  
**(B.C. Head Office)** Telephone: 250-766-0011 ... Toll free: 1-800-663-4401  
 Facsimile: 250-766-1153  
 Website: [www.syscohri.com](http://www.syscohri.com)  
 E-Mail Address: [sales@syscohri.com](mailto:sales@syscohri.com)

**Co-ordinates:** Not applicable  
**(B.C. Branch Offices)**

**SYSCO-HRI SUPPLY - Kelowna – Page 2 of 2**

**B.C. Purchasing and Marketing Contacts:**

Mr. Wayne Croff – Merchandise Manager - Produce  
 Telephone: 250-766-0011  
 E-Mail: [wcroff@syscohri.com](mailto:wcroff@syscohri.com)

Mr. Ian Turner – Merchandise Manager - Protein  
 Telephone: 250-766-0011  
 E-Mail: [iturner@syscohri.com](mailto:iturner@syscohri.com)

Mr. Darren Nelson – Merchandise Manager - Dairy  
 Telephone: 250-766-0011  
 E-Mail: [dnelson@syscohri.com](mailto:dnelson@syscohri.com)

Mr. Peter Neukomm – Merchandise Manager – Frozen/Grocery/Beverage  
 Telephone: 250-766-0011  
 E-Mail: [pneukomm@syscohri.com](mailto:pneukomm@syscohri.com)

Mr. Rod Berkelaar – Merchandise Manager – Non-Food Products  
 Telephone: 250-766-0011  
 E-Mail: [rberkelaar@syscohri.com](mailto:rberkelaar@syscohri.com)

**B.C Warehouses:** One warehouse and distribution centre in Kelowna.

**Purchasing Policy:** Sysco–HRI Supply is a broad-line foodservice distributor which supplies restaurants, hotels and institutions in the Interior of British Columbia. Its market area ranges from Kelowna north to Williams Lake, east to Revelstoke, south to the U.S. border and west to Hope.

The company purchases products in B.C. from growers, producers, processors and packers. Sysco-HRI also sources a wide variety of food products from the United States and offshore. Poultry and seafood products are purchased from B.C. suppliers (processors) while meat products are sourced from processors and packing companies in British Columbia, Alberta and Ontario. Produce is sourced primarily from B.C. growers, producers and co-ops during the growing season.

Organically grown products are sourced, primarily, in British Columbia and according to customer requirements and orders.

The company undertakes some repacking, but not processing of products.

Purchasing decisions for B.C. products are made at the company's Kelowna office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**

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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** **SYSCO CORPORATION - Vancouver**

**Business:** Regional multi-line foodservice distributor carrying a wide variety of fresh, frozen, dry and packaged products in each of the following categories:

- produce;
- meat;
- poultry;
- seafood;
- dairy;
- miscellaneous and frozen food products;
- equipment and supplies;
- paper; and
- chemicals.

**Senior Management:** Mr. Ken Downes - Senior Vice President – Sales and Business Development  
**(B.C. Head Office)** Ms. Jan Pearson - Senior Vice President – Finance  
Mr. Bob Clewlow - Vice President - Merchandising  
Mr. Spencer Anderson - Ass't Vice President – Sales Training & Category Development  
Ms. Karen Merritt - Marketing Co-ordinator

**Parent Company:** Sysco Corporation – Mississauga; owned by Sysco Corporation - Houston

**B.C. Subsidiaries:** Pacific Produce Co. Ltd. - Vancouver  
Allied Food Services - Vancouver

**Co-ordinates:** 1346 Kingsway Avenue, Port Coquitlam, B.C., V3C 6G4  
**(B.C. Head Office)** Telephone: 604-944-4410 ... Toll free: 1-800-563-8403  
Facsimile: 604-945-1347  
Website: [www.syscovancouver.com](http://www.syscovancouver.com)  
E-Mail Address: [info@syscovancouver.com](mailto:info@syscovancouver.com)

**Co-ordinates:** Not applicable  
**(B.C. Branch Offices)**

**B.C. Purchasing and Marketing Contacts:** Mr. Bob Clewlow – Vice President - Merchandising  
Telephone: 604-945-1206  
E-Mail: [bob.clewlow@syscovancouver.com](mailto:bob.clewlow@syscovancouver.com)

**SYSCO CORPORATION – Vancouver – Page 2 of 2**

Ms. Karen Merritt – Marketing Co-ordinator  
Telephone: 604-945-1306  
E-Mail: [karen.merritt@sycovancouver.com](mailto:karen.merritt@sycovancouver.com)

**B.C Warehouses:** One warehouse and distribution centre in Vancouver.

**Purchasing Policy:** Sysco–Vancouver is a broad-line foodservice distributor which supplies restaurants and institutions in southwestern British Columbia. The company purchases products from selected B.C. growers, producers, co-ops, processors and packers as well as from the United States and offshore. Significant volumes of products are purchased in the United States directly from producers, processors and brokers. Brokers are relied on heavily for overseas product sourcing. Poultry and seafood products are purchased from B.C. suppliers (processors) while meat products are sourced from processors and packing companies outside of the province. Produce is sourced primarily from B.C. growers, producers and co-ops during the growing season, although hothouse products and herbs are sourced locally on a year round basis.

Sysco-Vancouver often buys in large quantities, especially produce, and undertakes some deconsolidation and packaging for its foodservice customers. These customers cover the full range of restaurants in southwestern British Columbia as well as institutions. The company's wide product line includes a variety of value-added products including beverages and canned specialty goods. Sysco-Vancouver does not distribute large volumes of organically-grown and natural products from B.C., but considers there to be an emerging market in this area.

Purchasing decisions for B.C. products are made at the company's Vancouver office.

## **BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**

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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** WILD WEST ORGANIC HARVEST

**Business:** Regional and national foodservice and retail distributor specializing in organic, natural and specialty food products in each of the following categories:

- dairy;
- produce;
- grocery;
- bulk foods; and
- frozen foods.

**Senior Management:** Mr. Steve Easterbrook - President - SunOpta Food Distribution Group  
Mr. Campbell Dick - Vice President - Sales and Marketing  
Mr. Alex Speer - Vice President - Finance

**Parent Company:** SunOpta Inc. - Norval, Ontario  
 SunOpta - Canadian Food Distribution Group - Richmond, B.C.

**Subsidiaries:** Not Applicable

**Associated Companies:** Pro Organics Marketing Inc., Kettle Valley Dried Fruit

**Co-ordinates:** 2120 Van Dyke Place, Richmond, B.C., V6V 1X9  
**(Head Office)** Telephone: 604-276-2441 ... Toll free: 1-800-663-0049  
Facsimile: 604-276-8573  
Website: [www.wildwestorganic harvest.com](http://www.wildwestorganic harvest.com) or [www.sunopta.com](http://www.sunopta.com)  
E-Mail Address: [info@sunopta.com](mailto:info@sunopta.com)

**Co-ordinates:**  
**(B.C. Branch Offices)** Not Applicable

**B.C. Purchasing and Marketing Contacts:** Mr. Campbell Dick - Vice President - Sales and Marketing  
Telephone: 604-276-2411  
E-Mail: [cdick@sunopta.com](mailto:cdick@sunopta.com)

Ms. Nicola Gregory - Grocery Purchasing Manager  
Telephone: 604-276-2411  
E-Mail: [ngregory@sunopta.com](mailto:ngregory@sunopta.com)

**WILD WEST ORGANIC HARVEST - Page 2 of 2**

**B.C Warehouses:** Two warehouses, both located in Richmond, B.C.

**Purchasing Policy:** Wild West Organic Harvest is an integral part of SunOpta's Food Distribution Group in Canada. Within British Columbia, the company sells mainly within the retail sector, but also distributes a wide variety of organic, natural (e.g. low salt/sugar/fat) and specialty products to food service companies (restaurants) primarily in Greater Vancouver and Whistler. It has some, limited food service sales to institutions.

Wild West Organic Harvest sources its food products from both associated producers within the SunOpta group as well as independent producers, growers and processors in the province. Purchasing decisions for B.C. products are made at the company's Vancouver office.

**BRITISH COLUMBIA RESTAURANT & FOODSERVICES ASSOCIATION**

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**DIRECTORY OF FOODSERVICE DISTRIBUTORS IN B.C.**


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**Company:** YEN BROS. FOOD SERVICE LTD.

**Business:** Regional full-service food distribution company supplying fresh, frozen and packaged food products to foodservice customers in the following categories:

- fresh fruits and produce;
- frozen foods;
- meat, poultry and seafood; and
- processed/packaged fruits and vegetables.

**Senior Management:**  
**(B.C. Head Office)**

<u>Mr. Raymond Yen</u>	- President
<u>Mr. Eddie Yen</u>	- Secretary Treasurer
<u>Mr. Paulo Paiva</u>	- Sales Manager
<u>Mr. Harvey Yen</u>	- Purchasing Manager

**Parent Company:** Not Applicable

**Subsidiaries:** Not Applicable

**Co-ordinates:**  
**(B.C. Head Office)**

1988 Vernon Drive, Vancouver, B.C., V6A 3Y6  
Telephone: 604-255-6522 ... Toll free: 1-800-667-9931  
Facsimile: 604-255-6520  
Website: [www.yenbros.com](http://www.yenbros.com)  
E-Mail Address: [sales@yenbros.com](mailto:sales@yenbros.com)

**Co-ordinates:**  
**(B.C. Branch Office)** Not Applicable

**B.C. Purchasing and Marketing Contacts:**

Mr. Eddie Yen – Produce Purchasing Manager  
Telephone: 604-255-6522  
E-Mail: [eddieyen@yenbros.com](mailto:eddieyen@yenbros.com)

Mr. Harvey Yen – Groceries/Frozen Purchasing Manager  
Telephone: 604-255-6522  
E-Mail: [harveyyen@yenbros.com](mailto:harveyyen@yenbros.com)

**YEN BROS. FOOD SERVICE LTD. – Page 2 of 2**

Mr. Paulo Paiva – Sales Manager  
Telephone: 604-255-6522  
E-Mail: [paulopaiva@yenbros.com](mailto:paulopaiva@yenbros.com)

**B.C Warehouses:** One main warehouse, distribution and processing centre in Vancouver

**Purchasing Policy:** Yen Bros. purchases fresh and frozen food products in British Columbia, the United States and offshore (e.g. Chile, Asia). It focuses on B.C. produce during the growing season in the province and is considering expansion of its organic product purchasing and sales. In B.C., the company buys the large majority of its products directly from growers and producers. Meats and poultry products are purchased from processors as are some seafood products.

Yen Bros.' market is comprised predominantly of foodservice operators (including restaurants, hotels and hospitals) in southwestern British Columbia including Whistler. The company undertakes some processing and preparation of food and vegetables (including food service packs) for its customers in the restaurant industry.

Purchasing decisions for B.C. products are made at the company's Vancouver office.