

**Inbound Shellfish Mission 2023
Boston, MA 09/20/2023 - 09/20/2023
BUYER PROFILES**

ITALY

I.WAI FOOD

Contact Information			
Company Information			
Company Address:	Via Fabrizio De Andre', 3 COLTURANO, 20060	Website:	https://www.iwaifood.com/
Company Phone:	348 193 3814	Year Founded:	
Company Description:	This 10 year old company is one of the largest Italian bivalve distributors. They source in Italy, Portugal, Spain, France, and Ireland. Their turnover is 11 million Euro, of which 85% is oyster trade. They have lobster, tuna, salmon and other fish species that they buy in South Africa, Sri Lanka or Namibia. They also own a small production of oysters in the Adriatic Sea and also have water purification tanks for the shellfish.		
Type of Business:	Distributor, Importer/Distributor	Customer(s):	FoodService/HORECA
Facilities:		Geographic Region(s) Served:	All Italy
Industry Segment(s):	Seafood, Specialty/Gourmet		
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:	All Natural		
Capacity to Import:	Chilled Products,Frozen Products	Cannot Import:	none
Products of Interest at this Event:			
Fish & Seafood	Shellfish		
Additional Information			
Products of Interest: Eastern Oyster & Belon Oyster – Live Clams / Quahogs - Live			



T: 312.334.9200 or 215.829.9111

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LATVIA

Reaton Food and Delicatessen

Contact Information			
Company Information			
Company Address:	Ciekurkalna 2 Linija 74 Riga, LV-1026	Website:	www.reaton.lv
Company Phone:	29 423 369	Year Founded:	1988
Company Description:	Reaton is a Latvia based high quality food specialist, that supplies the food service industry in all three baltic countries Lithuania, Latvia and Estonia. Beside the delivery food service supply they run 2 Delicatessen shops and 1 Cash & Carry market. the about 50 Mio.\$ turnover comes 80% from food service and 20% from retail. About 30% of the turnover comes from seafood. Reaton gets 2 - 3 deliveries a week of fresh seafood supply from Paris Rungis.		
Type of Business:	Importer/Distributor, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Head office + store houses + 1 Cash & Carry Market + 2 Delicatessen shops in Latvia, Sales offices in Lithuania and Estonia	Geographic Region(s) Served:	Baltics: Latvia, Lithuania, Estonia
Industry Segment(s):	Foodservice/HRI, Frozen, Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	to be discussed	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	Cannot Import:	none
Additional Information			
Products of Interest: Eastern Oyster & Belon Oyster – Live Clams / Quahogs – Live Snails and Other Live Clams			



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NETHERLANDS

De Meulemeester B.V.

Contact Information			
Company Information			
Company Address:	Korringaweg 63 Yerseke, 4401 NV	Website:	www.meulemeester.nl
Company Phone:	0113 571 440	Year Founded:	1870
Company Description:	De Meulemeester is one of the biggest Dutch/European Lobster importers buying frequently with North America. The companies supplies mainly other wholesalers in the Netherlands, Belgium, France and Germany. Beside their big Lobster business that company is a well known Oyster farmer, importer and wholesaler.		
Type of Business:	Importer/Distributor	Customer(s):	Food Manufacturing,FoodService/HORECA
Facilities:	one branch with big Lobster storing facilities, Oyster farm, shellfish import, export, wholesale	Geographic Region(s) Served:	Netherlands, France, Belgium, Germany
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	to be discussed	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	Cannot Import:	none
Products of Interest at this Event:			
Fish & Seafood	Shellfish	American Lobster (Homarus americanus)	
		Clams	
		Conch/Whelk	
		Oyster	
Additional Information			
very experienced buyer, knows US well because of life Lobster business			
Products of Interest:			



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Eastern Oyster & Belon Oyster – Live
Clams / Quahogs – Live
Ocean Quahogs
Atlantic Surclam – Fresh
Open to any type of shellfish they do not already have



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BUYER PROFILES

NETHERLANDS

De Oesterij - World of Oysters

Contact Information			
Company Information			
Company Address:	Krab 16 Yerseke , 4401 PA	Website:	https://www.oesterij.nl/en/
Company Phone:	0113 760 400	Year Founded:	1906
Company Description:	De Oesterij / World of Oysters is a Dutch Oyster farmer, importer and wholesaler. Beside marketing their own production of flat and Pacific Oysters this company imports Oysters from all over Europe and is searching to become the first company that deals with Oysters from "all seven Oceans". Beside their wholesale business they also have a visitors point with Oyster tours, an Oyster restaurant and a shop where they also sell some sorts of Mussels and Lobster.		
Type of Business:	Importer, Importer/Distributor, Manufacturer, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Oyster farm, Oyster wholesale, Oyster restaurant	Geographic Region(s) Served:	The Netherlands and neighboring countries
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	to be discussed	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:	Chilled Products	Cannot Import:	unknown
Products of Interest at this Event:			
Fish & Seafood	Shellfish	American Lobster (Homarus americanus)	
		Clams	
		Conch/Whelk	
		Oyster	
Additional Information			
a leader in the Dutch Oyster business			



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Products of Interest:

Eastern Oyster & Belon Oyster – Live

Clams / Quahogs – Live

Ocean Quahogs

Atlantic Surfclam – Fresh

Open to any type of shellfish that they don't already have



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BUYER PROFILES

NETHERLANDS

Roem van Yerseke B.V.

Contact Information			
Company Information			
Company Address:	Groeninx van Zoelenstraat 35 Yerseke, 4401 KZ	Website:	https://www.roemvanyerseke.nl/en/
Company Phone:	0113 577 700	Year Founded:	1942
Company Description:	biggest shellfish company in the Netherlands, grower, importer, exporter, wholesaler; customers are other wholesaler, retailer and Horeca		
Type of Business:	Importer/Distributor, Manufacturer, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Mussel and Oyster farm, oyster hatchery, mussel and oyster processing, shellfish import and export and wholesale	Geographic Region(s) Served:	BeNeLux, Germany, France, Switzerland, Western and Southern Europe
Industry Segment(s):			
Shipping and Quotation Preferences			
Preferred Incoterm(s):	to be discussed	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:	Chilled Products	Cannot Import:	none
Products of Interest at this Event:			
Fish & Seafood	Shellfish	Blue Mussel (<i>Mytilus edulis</i>)	
		Clams	
		Conch/Whelk	
		Oyster	
Additional Information			
very experienced buyer Product of Interest: Eastern Oyster & Belon Oyster – Live			



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Clams / Quahogs – Live
Ocean Quahogs –
Atlantic Surfclam – Fresh
Open to any shellfish that they don't already have



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BUYER PROFILES

NETHERLANDS

Seafarm

Contact Information			
Company Information			
Company Address:	Jacobahaven 4 Kamperland, 4493 ML	Website:	www.seafarm.nl
Company Phone:	0113 371 828	Year Founded:	1965
Company Description:	Grower, importer, exporter, wholesaler of live shellfish, supplying other wholesaler, fishmongers and Horeca, beside this indoor RAS farm for turbot		
Type of Business:	FoodService/HORECA, Importer/Distributor, Manufacturer, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	mussel/oyster farm, turbot farm, seafood reestaurant, shellfish import/export/wholesale	Geographic Region(s) Served:	Western and southern Europe
Industry Segment(s):	Seafood		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	to be discussed	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:	Chilled Products	Cannot Import:	none
Products of Interest at this Event:			
Fish & Seafood	Shellfish	Clams	
		Conch/Whelk	
		Oyster	
Additional Information			
very experienced buyer Products of Interest: Eastern Oyster & Belon Oyster – Live Clams / Quahogs – Live Ocean Quahogs Atlantic Surfclam – Fresh Open to any type of shellfish they do not already have			



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SINGAPORE

TheSeafoodCompany Pte Ltd

Contact Information			
Company Information			
Company Address:	4 Defu Lane 9 Singapore, 539246	Website:	www.theseafoodcompany.com.sg
Company Phone:	6288 1411	Year Founded:	2005
Company Description:	Established in 2005, TheSeafoodCompany imports and distributes finest seafood products. Since 2006, they entered the retail business and started introducing and educating the market on merits of frozen seafood. Today, TheSeafoodCompany has built itself to be the leading provider of seafood in Singapore.		
Type of Business:	Distributor, Importer	Customer(s):	Food Manufacturing, FoodService/HORECA, Retail - Convenience, Retail - Internet/TV, Retail - Supermarket/Grocery
Facilities:	Cold store, food processing / manufacturing plant, live seafood distributor	Geographic Region(s) Served:	Singapore
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:	
Product Information			
Attributes of Interest:	Sustainably Produced		
Capacity to Import:	Chilled Products, Frozen Products	Cannot Import:	NA
Products of Interest at this Event:			
Fish & Seafood	Shellfish	American Lobster (Homarus americanus)	
Additional Information			



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Products of Interest:
Easter Oyster & Belon Oyster – Live
Atlantic Surfclam – Frozen; Fresh
Blue Mussel – Meat
Boston Lobsters



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BUYER PROFILES**

SPAIN

MARISCOS CAMPELO

Contact Information			
Company Information			
Company Address:	Puerto pesquero del Berbés VIGO, GAL 36202	Website:	https://mariscoscampelo.com/
Company Phone:	986 77 01 75	Year Founded:	
Company Description:	They are dedicated to the purification of live shellfish, its sale and export and import. A family-owned company that, during more than three decades of experience in the sector, has managed to consolidate in the market, operating nationally and internationally, becoming one of the largest shellfish distributors in the Iberian Peninsula. They are one of the largest distributors of local oysters, but they also import clams from Canada. They also sell lobster and sea crabs.		
Type of Business:	Importer/Distributor	Customer(s):	FoodService/HORECA
Facilities:		Geographic Region(s) Served:	Northern Spain
Industry Segment(s):	Seafood, Specialty/Gourmet		
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:	All Natural		
Capacity to Import:	Chilled Products	Cannot Import:	None
Products of Interest at this Event:			
Fish & Seafood	Shellfish		
Additional Information			
Products of Interest: Eastern Oyster & Belon Oyster – Live Clams / Quahogs – Live Atlantic Surfclams – Fresh Blue Mussel – Live Cockle and Mussel			



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BUYER PROFILES

SAUDI
ARABIA

Sitaf Saudi co For Trade

Contact Information			
Company Information			
Company Address:	Prince Sattam Bin Abdulaziz Street	Website:	www.sitaffood.com
Company Phone:	0550880984	Year Founded:	
Company Description:	SITAF has been involved in the import and distribution of fine food and ingredients since 2008. Based in KSA capital Riyadh, the company has a large, modern and fully equipped central hub from which owned trucks deliver throughout the kingdom. With another warehouse in Jeddah, we cover the whole country and control every phase: import, clearance, stocking, delivery. Sitaf is ISO9001 certified and is approved by the Royal Family Supplying Service as certified supplier. SITAF clients are hotels, restaurant, resort and the reception palaces of the Royal Family of KSA.		
Type of Business:	Importer / Distributor, Distributor, Importer	Customer(s):	Foodservice / HORECA
Facilities:	We own our warehouse - 5,000 square meters - fully equipped with dry, chilled and frozen department. We also deliver through a 20-truck-owned fleet.	Geographic Region(s) Served:	Kingdom of Saudi Arabia
Industry Segment(s):	Foodservice / HRI, Seafood, Specialty / Gourmet, Bakery, Frozen, Food Ingredients		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CPT or CIP	Consolidator(s) in the US:	N/A
Preferred Port(s) of Import:	N/A	Preferred Port(s) of Export from US:	N/A
Product Information			
Attributes of Interest:	Halal Certified, No Artificial Ingredients, Sustainability Produced		



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Capacity to Import:	Dairy Products, Frozen Products, Chilled Products, Meat Products	Cannot Import:	Alcoholic Beverages, Pork Meat, Halal Uncertified
Products of Interest at this Event:			
Fish & Seafood	Shellfish	Blue Mussel (<i>Mytilus Edulis</i>)	
		California Squid (<i>Loligo opalescens</i>)	
		Clams	
		Crab	
		Crayfish / Crawfish	
		Cuttlefish	
		Octopus	
		Oyster	
		Sea Scallop (<i>Placopecten magellanicus</i>)	
		Sea Urchin	

Additional Information

Sitaf has been importing and distributing high-end ingredients and processed food into KSA since 2008 and is one of the most cherished players on the market. Particularly, Sitaf is renowned for sourcing off-the-beaten path items belonging to niche selections – for example, we are appointed suppliers of the Royal Family as per their welcoming banquets and events are concerned. Our focus on seafood and shellfish is particularly relevant and we would like to enlarge our selection so to offer unique products in KSA. KSA is a growing market opening up to new products from all over the World. Our presence in the market has been sound for over a decade now and we have access to an ample variety of customers and clients looking for Shellfish and Seafood in general. Commercial ties between KSA and US are solid and long-standing making this business viable, easy and profitable for all parties involved.

Products of Interest:

Eastern Oyster & Belon Oyster – Live

Clams / Quahogs – Live

Ocean Quahogs – Half Shell

Blue Mussel - Live



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BUYER PROFILES

UNITED ARAB
EMIRATES

World of Fishes LLC

Contact Information			
Company Information			
Company Address:	Al Sharifi Bldg. 3, Al Karama, Dubai, P.O. box 5765, Dubai, United Arab Emirates	Website:	https://www.worldofishes.com/
Company Phone:	+971 55 136 4242	Year Founded:	1987
Company Description:			
Type of Business:	Foodservice / HORECA, Importer / Distributor	Customer(s):	Foodservice / HORECA, Retail-Supermarket / Grocery
Facilities:		Geographic Region(s) Served:	GCC region / UAE - KSA - OMAN - QATAR - Eurasian Union / Armenia – Kazakhstan Middle East / Egypt - Jordan - Syria - Far East / Singapore - Philippines - Thailand
Industry Segment(s):	Foodservice / HRI, Seafood, Natural / Organic		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB, CFR, CIF	Consolidator(s) in the US:	N/A
Preferred Port(s) of Import:	N/A	Preferred Port(s) of Export from US:	N/A
Product Information			
Attributes of Interest:	100% Natural, 100% Organic, Halal Certified, Certified Organic, Sustainability Produced		
Capacity to Import:	Biotech / GMO, Frozen Products, Chilled Products, Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			
Fish & Seafood	Shellfish	Abalone	
		American Lobster (Homarus Americanus)	
		Coldwater Shrimp (Pandalus Borealis)	
		Crab	
		Octopus	
		Oyster	
		Sea Scallop (Placopecten Magellanicus)	



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Additional Information

Currently supplying Carrefour / Spinney (largest retail chains in UAE with imported seafood). Re-exporting of European Oysters to different countries with extended shelf lives. Ability to store 10,000 to 50,000 oysters per shipment. Holding tanks and repacking stations are in place.

Products of Interest:

Eastern Oyster & Belon Oyster – Live; Frozen-Half Shell

Atlantic Surfclam – Fresh

Blue Mussel – Live; Meat; Half Shell

Razor Clams



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