



USDA Foreign Agricultural Service

# GAIN Report

Global Agriculture Information Network

Template Version 2.09

Voluntary Report - public distribution

**Date:** 10/5/2005

**GAIN Report Number:** CA5068

## Canada

### Market Development Reports

#### Canadian Food Brokers

**2005**

**Approved by:**

Lisa Anderson  
U.S. Embassy

**Prepared by:**

Marilyn Bailey

---

**Report Highlights:**

For U.S. companies entering the Canadian market it is important to find a Canadian food broker to help with the logistics and marketing of products. This report supercedes report CA2114.

---

Includes PSD Changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
Ottawa [CA1]  
[CA]

**BRITISH COLUMBIA****Acosta Canada**

#101-827 Belgrave Way, Delta, British Columbia V3M 5R8

**Tel:** (604) 520-6002 **Fax:** (604) 520-6898 **Web:** [www.acosta.com](http://www.acosta.com)

**Acosta Canada**

2728 Spencer Road, Suite #110, Victoria, British Columbia V9B 4C6

**Tel:** (250) 391-9189 **Fax:** (250) 391-9031

**Contact:** Doug Lawrence, Executive Vice President & G.M. Western Canada

**E-mail:** [dlawrence@acosta.com](mailto:dlawrence@acosta.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/ Retail, Frozen Foods, Foodservice, General Merchandise, Health and Beauty Care, Health Foods, Meat, Produce, Pet Foods/Supplies, Fresh Seafood

**Trades Called On:** Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators

**Services:** Food brokerage and Packaging

**Concord National Inc.**

303 Mountain Highway, North Vancouver, British Columbia V7J 2K7

**Tel:** (604) 986-7341 **Fax:** (604) 986-5061 **Web Site:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Mike Donald, Chairman

**E-mail:** [mike.donald@concordnational.com](mailto:mike.donald@concordnational.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocer/ Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

**Trades Called On:** Bakery & Dairy Wholesalers, Candy Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Variety/Dept. Stores, Vending Trade, Wholesale/ Price Clubs, Specialty Food Distributors.

**Services:** Providing National sales & marketing services representing manufacturers supplying the grocery, drug, mass merchandise, club, convenience, dollar store and hardware trades. Full head office, retail & complete administrative services are provided nationally in Canada. Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

**Crombie Kennedy Nasmark Inc.**

#115, 7455-132<sup>nd</sup> Street, Surrey, British Columbia, V3W 1J8

**Tel:** (604) 572-8686 Ext. 212, **Fax:** (604)572-6006 **Web:** [www.ckn-inc.com](http://www.ckn-inc.com)

**Contact:** Terry Johnston, Exec. VP/General Manager, B.C. Region

**Email:** [tjohnston@ckn-inc.com](mailto:tjohnston@ckn-inc.com)

**Product Categories:** Beverages (alcohol, bottled waters, fruit juices), Confectionery/ Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Health Foods, Produce, Private Label.

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Candy Wholesalers, Convenience Stores, Discount Stores, Drug Store Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors.

**First National Food Brokerage Inc.**

135 Glacier Street, Coquitlam, British Columbia V3K 5Z1

**Tel:** (604) 942-6022 **Fax:** (604) 942-1689

**Contact:** Robert McGowan, G.M.

**E-mail:** [robertm@idfoods.com](mailto:robertm@idfoods.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/ Snack Foods, Dry Grocer/Retail, Frozen Foods, Foodservice, Health Foods, Pet Foods/suppliers, Private Label, Fresh Seafood.

**Trades Called On:** Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators (Restaurants, Schools, etc.).

**PrimeLine Food Partners**

Unite #339 - 17 Fawcett Road, Coquitlam, British Columbia V3K 6V2

**Tel:** (604) 526-1788 **Fax:** (604) 526-1550

**Contact:** Grant Huxtable, President

**Email:** [grant@primelinefoods.com](mailto:grant@primelinefoods.com)

**Product Categories:** Confectionery/Snack Foods, Dairy/Deli/Bakery, Frozen Foods, Foodservice, Produce, Private Label

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Convenience Stores, Deli Trade, Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Produce Wholesalers, Foodservice Operators.

**Services:** Foodservice, Deli, C-Stores, Sales agency, Provides warehousing for Western Canada.

**ALBERTA**

**Acosta Canada**

5110B 77<sup>th</sup> Ave. S.E., Calgary, Alberta T2C 2Z2

**Tel:** (403) 236-5505 **Fax:** (403)236-5538 **Web:** [www.acosta.com](http://www.acosta.com)

**Acosta Canada**

18017 – 105<sup>th</sup> Avenue, Suite 100, Edmonton, Alberta T5S 2L5

**Tel:** (780)486-1998 **Fax:** (780)489-7721 **Web:** [www.acosta.com](http://www.acosta.com)

**Contact:** Doug Lawrence, Executive Vice President & General Manager Western Canada

**Email:** [dlawrence@acosta.com](mailto:dlawrence@acosta.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/snack foods, Dairy/Deli/ Bakery, Dry Grocery/ Retail, Frozen Foods, Foodservice, Health Foods, Meat, Produce, Pet Foods/Supplies, Fresh Seafood

**Trades Called On:** Convenience Stores, Discount Stores, Dry Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators.

**Services:** Food brokerage and Packaging

**Advantage Sales & Marketing Canada Inc.**

#100-3016-19th Street, N.E., Calgary, Alberta T2E 6Y9

**Tel:** (403)291-3288 **Fax:** (403)250-3374

**Contact:** Boyd Stevens, President & EEO

**Email:** [boyd.stevens@asmcanada.com](mailto:boyd.stevens@asmcanada.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/snack foods, Dry Grocery/ Retail, Frozen Foods,

**Services:** Service Organization offering diversified, full services in the Consumer packaged goods industry to retail and wholesale outlets.

**Concord National Inc.**

#7 - 2611-37th Ave. N.E., Calgary, Alberta T1Y 5V7

**Tel:** (403)291-2818 **Fax:** (403)735-6224 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Tim Moore, President, Prairie Region

**Email:** [tim.moore@condordnational.com](mailto:tim.moore@condordnational.com)

**Concord National Inc.**

#101-10470-176 Street, Edmonton, Alberta T5S 1L3

**Tel:** (403)481-8235 **Fax:** (403)483-4007 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Blaine Petkau, Branch Manager

**Email:** [blaine.petkau@concordnational.com](mailto:blaine.petkau@concordnational.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Health Foods, Meat, Private Label

**Trades Called On:** Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service & rack Merchandisers, Variety & Dept. Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors

**Services:** Providing National sales & marketing services representing manufacturers supplying the grocery, drug, mass merchandisers, club, convenience, dollar store & hardware trades. Full head office, retail and complete administrative services are provided nationally in Canada. Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

**Crombie Kennedy Nasmark Inc.**

5613 Burbank Road, S.E., Calgary, Alberta T2H 1Z5

**Tel:** (403)253-4488 Ext. 242 **Fax:** (403)253-4125 **Web:** [www.ckn-inc.com](http://www.ckn-inc.com)

**Contact:** Joe Smith – Exec. Vice President

**Email:** [jsmith@ckn-inc.com](mailto:jsmith@ckn-inc.com)

**Product Categories:** Beverages (alcohol, bottled waters, fruit juices), Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Health Foods, Produce, Private Label.

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Candy Wholesalers, Convenience Stores, Discount Stores, Drug Store Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors

**Crossmark Canada**

7777-10th Street NE., Suite 105, Calgary, Alberta T2E 8X2

**Tel:** (403)516-0211 **Fax:** (403)516-0214 **Web:** [www.crossmark.ca](http://www.crossmark.ca)

**Contact:** Bruce Forbes, Sr. Vice President

**Email:** [bruce.forbes@crossmark.com](mailto:bruce.forbes@crossmark.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/snack foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Meat, Private Label, Produce, Pet Foods/Suppliers, Fresh Seafood

**Trades Called On:** Candy and Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors

**First National Food Brokerage Inc.**

7703 30<sup>th</sup> Street, SE, Unit D., Calgary, Alberta T2C 1V4

**Tel:** (403)236-7871 **Fax:** (403)236-7892

**Contact:** Doug Mettam, General Manager

**Email:** [dmettam@idfoods.com](mailto:dmettam@idfoods.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dry Grocery/ Retail, Frozen Foods, Foodservice, Health Foods, Pet Foods/ Supplies, Private Label, Fresh Seafood

**Trade Called On:** Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators.

**Shirra Panwest Sales**

3815-16 Street, S.E., Calgary, Alberta T2G 4W5

**Tel:** (403)290-1838 **Fax:** (403)265-7347

**Contact:** Hessel Kielstra, President

**Email:** [hessel@telusplanet.net](mailto:hessel@telusplanet.net)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery.

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Candy and Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Specialty Food Distributors

**Services:** Food broker and wholesaler distributor covering Western Canada from Vancouver Island through to Thunder Bay, Ontario. Calling on all head office accounts in Western Canada for Drug, Hardware and Grocery.

**Thomas, Large & Singer Inc.**

250 Mountain Park Drive, SE, Calgary, Alberta T2Z 2K3

**Tel:** (403)271-8173 **Fax:** (403)257-9080 **Web:** [www.thomaslargesinger.com](http://www.thomaslargesinger.com)

Contact: Eldon Paul, VP Western Canada

Email: [epaul@thomaslargesinger.co](mailto:epaul@thomaslargesinger.co)

**Product Categories:** Beverages (alcohol, bottled waters, fruit juices), confectionery/ snack Foods, Dry Grocery/Retail, Frozen Foods, Industrial Ingredients, Private Label, Fresh Seafood

**Trades Called On:** Grocery Trade, Industrial Trade, Mass Merchandising

**Services:** Warehouse facilities, Logistics, Corporate Brands (private label) and Industrial.

**Simon Zucker & Associates**

218 Hawktree Bay, NW., Calgary, Alberta T3G 2Z3

**Tel:** (403)208-9098 **Fax:** (403)241-9049

**Contact:** Fred Hunt, Director, Sales & Marketing

**Email:** [fhunt@szasales.com](mailto:fhunt@szasales.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health Foods, Meat, Private Label, Fresh Seafood

**Trades Called On:** Deli Trade, Drug Store, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors

**SASKATCHEWAN**

**Acosta Canada**

519 – 45<sup>th</sup> St. West, Saskatoon, Saskatchewan S7L 5Z9

**Tel:** (306)244-0141 **Fax:** (306)244-3080 **Web:** [www.acosta.com](http://www.acosta.com)

**Contact:** Doug Lawrence, Executive Vice President & General Manager Western Canada

**Email:** [dlawrence@acosta.com](mailto:dlawrence@acosta.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/ Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce Pet Foods/Supplies, Fresh Seafood

**Trades Called On:** Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Grocery Trade Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators  
**Services:** Food brokerage and packaging

**Concord National Inc.**

1805 8<sup>th</sup> Avenue, Suite 110, Regina, Saskatchewan S4R 1E8

**Tel:** (306)789-9938 **Fax:** (306)721-2770 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Cecil Petkau, Territory Manager, Regina

**Email:** [barbara.ricci@concordnational.com](mailto:barbara.ricci@concordnational.com)

**Concord National**

2002 Quebec Avenue, Suite 236, Saskatoon, Saskatchewan S7K 1W4

**Tel:** (306)652-9212 **Fax:** (306)244-1984 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Bob Aebig, Branch Manager, Saskatoon

**Email:** [bob.aebig@concordnational.com](mailto:bob.aebig@concordnational.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli, Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

**Trades Called On:** Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce.

**Services:** Providing national sales and marketing services representing manufacturers supplying the grocery, drug, mass merchandise, club, convenience, dollar store and hardware trades. Full head office, retail and complete administrative services are provided nationally in Canada. Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

**MANITOBA****Acosta Canada**

25 Scurfield Blvd., Unit #2, Winnipeg, Manitoba R3Y 1G4

**Tel:** (204)633-7594 **Fax:** (204)633-3480 **Web:** [www.acosta.com](http://www.acosta.com)

**Contact:** Doug Lawrence, Executive Vice President & General Manager Western Canada

**Email:** [dlawrence@acosta.com](mailto:dlawrence@acosta.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce Pet Foods/Supplies, Fresh Seafood

**Trades Called On:** Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators

**Services:** Food brokerage and packaging

**Concord National**

74 Mandalay Drive, Winnipeg, Manitoba R2P 1V8

**Tel:** (204)774-0751 **Fax:** (204)774-0835 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Bret Van DeWalle, Branch Manager

**Email:** [bret.vandewalle@concornational.com](mailto:bret.vandewalle@concornational.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli, Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

**Trades Called On:** Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors

**Services:** Providing national sales and marketing services representing manufacturers supplying the grocery, drug, mass merchandise, club, convenience, dollar store and hardware trades. Full head office, retail and complete administrative services are provided nationally in Canada. Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

**W.H. Escott Co. Ltd.**

95 Alexander Avenue, Winnipeg, Manitoba R3B 2Y8

**Tel:** (204)942-5127 **Fax:** (204)943-5320

**Contact:** Ray Prokopchur, President & CEO

**Email:** [raypro@whescott.mb.ca](mailto:raypro@whescott.mb.ca)

**Product Categories:** Dry Grocery/Retail, Foodservice, General Merchandise, Private Label

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Foodservice & Institutional Supply, Wholesalers/Distributors, Grocery Trade, Specialty Food Distribution, Foodservice Operators

**Services:** Food brokerage and packaging

**ONTARIO****Acosta Canada**

250 Rowntree Dairy Road, Vaughan, Ontario L4L 9J7

**Tel:** (905)264-0466 **Fax:** (905)265-9131 **Web:** [www.acosta.com](http://www.acosta.com)

**Contact:** Peter Singer, President

**Email:** [psinger@acosta.com](mailto:psinger@acosta.com)

**Contact:** Roman Konopud, Exec. Vice President & General Manager, Ontario

**Email:** [rkonopud@acosta.com](mailto:rkonopud@acosta.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce, Pet Foods/Supplies, Fresh Seafood

**Trades Called On:** Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators  
**Services:** Marketing

**Aulcorp Brands Inc.**

668 Millway Avenue, Suite #11, Vaughn, Ontario L4K 3V2  
**Tel:** (905)669-5353 **Fax:** (905)760-2231

**Contact:** Jim Plomer, President  
**Email:** [jplomer@aulcorpfoods.com](mailto:jplomer@aulcorpfoods.com)

**Contact:** Frank Aulino, CEO  
**Email:** [faulino@alcorpfoods.com](mailto:faulino@alcorpfoods.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/ Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Meat, Private Label, Fresh Seafood

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Discount Stores, Drug Store, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors.

**Services:** Broker in the retail/grocery channel for food products, health and beauty.

**Advantage Sales & Marketing Canada Inc.**

5915 Airport Road, Suite 700, Mississauga, ON L4V 1T1  
**Tel:** (905)678-9495 **Ext.** 17 **Fax:** (905)678-3140

**Contact:** Boyd Stevens, President & CEO  
**Email:** [boyd.stevens@asmcanada.com](mailto:boyd.stevens@asmcanada.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet Foods/Supplies, Private Label

**Trades Called On:** Convenience Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators.

**Services:** Service organization offering diversified, full services in the Consumer Packaged goods industry to retail and wholesale outlets.

**Advantage William M. Dunne & Associates Ltd.**

10 Director Court, Suite #300, Woodbridge, ON L4L 7E8  
**Tel:** (905)856-5240 **Fax:** (905)856-5241

**Contact:** Bob Brema, President & CEO  
**Email:** [rjbrema@asmc-wndunne.com](mailto:rjbrema@asmc-wndunne.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet Foods/Supplies, Private Label

**Trades Called On:** Convenience Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

**Services:** Service organization offering diversified, full services in the Consumer Packaged goods industry to retail and wholesale outlets.

**SBM Food Sales & Marketing Inc.**

201-10212 Yonge Street, Richmond Hill, Ontario L4C 3B6

**Tel:** (905)737-1304 **Ext.** 21 **Fax:** (905)737-6829

**Company Email:** [info@sbm-c.com](mailto:info@sbm-c.com)

**Canadian Web:** [www.sbmfoods.com](http://www.sbmfoods.com)

**US Web:** [www.corbranz.com](http://www.corbranz.com)

**Contact:** Stan Boigon, President

**Email:** [stanboigon@sbm-c.com](mailto:stanboigon@sbm-c.com)

**Product Categories:** Dry Grocery/Retail, Frozen Foods, Health & Beauty Care, Health Foods, Produce, Private Label

**Trades Called On:** Wholesalers/Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs

**Services:** Primary function, Sales & Marketing of packaged consumer goods.

**Primary focus;** Private Label and niche products.

**Primary Market;** Ontario, including national head offices of Loblaws and Sobey's. Secondary Market, Associated with other sales & marketing companies across Canada thereby offering National coverage. Associated with Corbranz & Associates LLC in the U.S.

**Compass Food Sales Company Ltd.**

260 Industrial Parkway North, Aurora, Ontario L4G 4C3

**Tel:** (905)713-0167 **Fax:** (905)713-0540

**Contact:** Ron V. Fenwick, President

**Email:** [crf@compassfoodsales.com](mailto:crf@compassfoodsales.com)

**Product Categories:** Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Foodservice, General Merchandise, Health Foods, Industrial/ Ingredients, Produce, Private Label

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Industrial Trade, Mass Merchandisers, Produce Wholesalers, Variety/Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators, Candy and Tobacco Wholesalers, Convenience Stores, Discount Stores, Drug Store

**Services:** Compass Foods specializes in the importing, processing, marketing and sales of baking, snacking and general merchandise products. Core products are dried fruits, nuts, marshmallows and honey. Compass offers a range of Compass Brand, Private Label and agency sold products to retail and wholesale customers

**Concord National Inc.**

315 Traders Blvd. East, Unit #4, Mississauga, ON L4Z 2E5

**Tel:** (905)507-0403 **Fax:** (905)507-1646 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Lindsay Weatherdon, President, Ontario

**Email:** [Lindsay.weatherdon@concordnational.com](mailto:Lindsay.weatherdon@concordnational.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli, Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

**Trades Called On:** Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors

**Services:** Providing national sales and marketing services representing manufacturers supplying the grocery, drug, mass merchandise, club, convenience, dollar store and hardware trades. Full head office, retail and complete administrative services are provided nationally in Canada. Concord also offers buy/sell relationships and supplies marketing services to a number of its clients.

**Crombie Kennedy Nasmark Inc.**

151 Esna Park Drive, Unit #4, Markham, Ontario L3R 3B1

**Tel:** (905)475-9623 **Fax:** (905)475-8361

**Contact:** Don Crombie, CEO

**Email:** [dcrombie@ckn-inc.com](mailto:dcrombie@ckn-inc.com)

**Contact:** Henry Gerstel, President, Grocery Division

**Email:** [hgerstel@ckn-inc.com](mailto:hgerstel@ckn-inc.com)

**Product Categories:** Beverages (alcohol, bottled waters, fruit juices), Confectionery/ Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Health Foods, Produce, Private Label.

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Candy Wholesalers, Convenience Stores, Discount Stores, Drug Store Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors.

**Crossmark Canada**

5800 Explorer Drive, Suite 330, Mississauga, ON L4W 5K9

**Tel:** (905)507-6222 **Fax:** (905)507-6323 **Web:** [www.crossmark.ca](http://www.crossmark.ca)

**Contact:** Glen Wilson, President

**Email:** [glen.Wilson@crossmark.com](mailto:glen.Wilson@crossmark.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood

**Trades Called On:** Candy and Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Store Trade, Wholesale/Price Clubs, Specialty Food Distribution

**First National Food Brokerage Inc.**

26 Claireville Drive, Etobicoke, ON M9W 5T9

**Tel:** (416)679-0833 **Fax:** (416)679-8601**Contact:** Leo Meyer, General Manager**Email:** [lmeyer@idfoods.com](mailto:lmeyer@idfoods.com)**Product Categories:** Confectionary/Snack Foods, Dairy/Deli/Bakery, Dry Grocer/ Retail, Frozen Foods, Foodservice, General Merchandise, Meat, Private Label, Fresh Seafood**Trades Called On:** Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators**Kimmel Sales Limited**

126 Edilcan Drive, Unit #1, Vaughan, Ontario L4K 3S5

**Tel:** (905)669-2083, Ext. 222 **Fax:** (905)669-5648 **Web:** [www.kimmelsales.com](http://www.kimmelsales.com)**Contact:** Al Champagne, General Manager**Email:** [achampagne@kimmelsales.com](mailto:achampagne@kimmelsales.com)**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionary/snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Foodservice, General Merchandise, Industrial/Ingredients, Private Label.**Trades Called On:** Grocery Clubs, Candy Wholesalers, Convenience, Discount Stores, Drug, Foodservice & Institutional Installations, Service and Rack Merchandisers, Vending**Services:** Sales and marketing for branded and private label products in U.S. and Canada. Also, warehousing, logistics, importing/exporting, buy/sell, administrative and invoicing services.**Madison Avenue Retail Brands Inc.**

2810 Matheson Blvd. East, Suite 200, Mississauga, ON L4W 4X7

**Tel:** (905)212-9811 **Fax:** (905)212-9893**Contact:** Frank Maccarone, Vice President**Email:** [maccaronef@madisonavenue.ca](mailto:maccaronef@madisonavenue.ca)**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionary/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Industrial/ Ingredients, Meat, Produce, Pet Foods/ Supplies, Private Label, Fresh Seafood**Trades Called On:** Bakery and Dairy Supply Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Produce Wholesalers, Wholesale/Price Clubs, Specialty Food Distributors**Services:** Development, sales and marketing of private label food products for North America Supermarkets as well as branded products to warehouse clubs and super markets

**A.S. May Powell Corporation**

2475 Skymark Avenue, Unit #1, Mississauga, ON L4W 4Y6

**Tel:** (905)625-9306 **Ext.** 260 **Fax:** (905)625-9413

**Contact:** Dave Cardy, President

**Email:** [cdardy@asmp.cbpowell.com](mailto:cdardy@asmp.cbpowell.com)

**Product Categories:** Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Meat, Produce, Private Label

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Deli Trade, Discount Stores, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs

**Services:** Sell and service principal products to customers in 5 areas of specific focus, Grocery, Produce, Meat & Deli, Health & Beauty Care and Private Label.

**T. McConnell Sales & Marketing Ltd.**

70 East Beaver Creek Road, Suite 204, Richmond Hill, Ontario L4B 3B2

**Tel:** (905)771-7300 **Fax:** (905)771-7304

**Contact:** Graham McConnell, President

**Email:** [tmc@globelnet.net](mailto:tmc@globelnet.net)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Pet Foods/Supplies, Private Label

**Trades Called On:** Candy and Tobacco Wholesalers, Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Variety/Department Store Trade, Wholesale/ Price Clubs

**McCormack Bourrie Sales & Marketing**

1080 Tristar Drive, Unit 3, Mississauga, On L5T 1P1

**Tel:** (905)670-3663 **Fax:** (905)670-2277

**Contact:** Paul Bourrie, President & CEO

**Email:** [paulb@mccormackbourrie.com](mailto:paulb@mccormackbourrie.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Meat, Produce, Private Label, Fresh Seafood

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Candy and Tobacco Wholesalers, Deli Trade, Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Paper and Janitorial Supply Wholesalers, Produce Wholesalers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice operators

**Services:** Head Office Retail, Retail Baker/Deli, Retail Meat/Seafood, Foodservice Distributors, Foodservice Operators and Foodservice National Chains

**Murphy's Food Sales & Marketing**

2000 Agrentia Road, Plaza 1, Suite 270, Mississauga, ON L5N 1P7

**Tel:** (905)826-3242 **Fax:** (905)826-1151

**Contact:** Peter Murphy, Vice President

**Email:** [peter@murphyfoodsales.com](mailto:peter@murphyfoodsales.com)

**Product Categories:** Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Frozen Foods, Produce, Private Label

**Trades Called On:** Convenience Stores, Discount Stores, Grocery Trade, Wholesale/ Price Clubs

**Services:** Murphy's is an Ontario based sales agency representing manufacturers from the U.S. and Canada at both the head office and banner levels of major chain groups. In addition to new product listings, marketing representations, sales reports, and logistics, Murphy's provide a store-merchandising program.

**Northbud Distributors Ltd.**

21-315 Traders Blvd., Mississauga, ON L4Z 3E4

**Tel:** (905)890-2468 **Fax:** (905)890-2795 **Web:** [www.northbud.comn](http://www.northbud.comn)

**Contact:** Thomas Trenholme, President

**Email:** [ttrenholme@northbud.com](mailto:ttrenholme@northbud.com)

**Product Categories:** Dairy/Deli/Bakery, Meat

**Trades Called On:** Deli Trade, Drug Store, Wholesalers/Distributors, Grocery Trade, Wholesale/Price Clubs

**Services:** Broker/Distributors of meat and deli products

**R.H. Sulker Sales Ltd.**

4220 Steeles Ave. West, Unit 12& 13, Woodbridge, ON L4L 3S8

**Tel:** (905)856-2808 **Fax:** (905)836-5653 **Email:** [info@sulker.com](mailto:info@sulker.com)

**Contact:** Rick Sulker, President

**Email:** [ricks@sulker.com](mailto:ricks@sulker.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health Foods, Industrial/Ingredients, Produce, Private Label, Fresh Seafood

**Trades Called On:** Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Variety/Department Store Trade, Vending Trade, Wholesale/Price Clubs, Foodservice Operators

**Services:** Retail and Food Service coverage, Ontario only, Private Label retail for all Canada and all major chains. Marketing services plus invoicing

**Thomas, Large & Singer Inc.**

250 Rowntree Dairy Road, Vaughan, ON L4L 9J7

**Tel:** (905)265-1800 **Fax:** (905)851-7837 **Web:** [www.thomaslargesinger.com](http://www.thomaslargesinger.com)

**Contact:** Peter Singer, President & CEO

**Email:** [psinger@thomaslargesinger.com](mailto:psinger@thomaslargesinger.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Health & Beauty Care, Industrial/Ingredients, Private Label, Fresh Seafood

**Trades Called On:** Grocery Trade, Industrial Trade, Mass Merchandising

**Services:** Warehouse facilities, logistics, corporate brands (private label) and industrial

**Simon Zucker & Associates**

3080 Yonge Street, Suite 5010

Toronto, ON M4N 3N1

**Tel:** (416)889-8277 **Fax:** (416)489-7657

**Contact:** Simon Zucker, President

**Email:** [szucker@szasales.com](mailto:szucker@szasales.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health Foods, Meat, Private Label, Fresh Seafood

**Trades Called On:** Deli Trade, Drug Store, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors

**QUEBEC**

**Acosta Canada**

1700 Lionel Bertrand Blvd., Boisbriand, Quebec J7H 1N7

**Tel:** (450)435-1000 **Fax:** (450)435-1763 **Web:** [www.acosta.com](http://www.acosta.com)

**Contact:** Greg Bellas, Executive VP & General Manager Quebec

**Email:** [gbellas@acosta.com](mailto:gbellas@acosta.com)

**Product Categories:** Dry Grocery/Retail, Foodservice, General Merchandise, Private Label

**Trades Called On:** Bakery & Dairy Supply Wholesalers, Food Service Y Institutional Supply, Wholesalers/Distributors, Grocery Trade, Specialty Food Distributors, Foodservice Operators

**Services:** Food brokerage and packing

**Advantage Sales & Marketing Canada -CDL**

1301 Gay-Lussac, Boucherville, Quebec J48 7K1

**Tel:** (450)449-4171 **Fax:** (450)449-3775

**Contact:** Pierre Taillebois, Senior Partner

**Email:** [pierret@cdl.ca](mailto:pierret@cdl.ca)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Pet Foods/Supplies, Private Label

**Trades Called On:** Candy and Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Stores, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Military Installations, Service and Rack Merchandisers, Variety/ Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

**Services:** Providing Sales & Merchandising services in all retail and foodservice channels

**Alimentation Impact Inc.**

145 Montee de Liesse, Bureau #3, St-Laurent, Quebec H4T 1T9

**Tel:** (514)737-2977 **Fax:** (514)737-9967 **Web:** [www.alimentationimpact.qc.ca](http://www.alimentationimpact.qc.ca)

**Email:** [impact\\_inc@qc.aira.com](mailto:impact_inc@qc.aira.com)

Contact: Charles S. Tanguay, President

**Email:** [ctanguay@qc.aira.com](mailto:ctanguay@qc.aira.com)

**Alimentation Impact Inc. (Quebec City Office)**

1175 boul.Charest Ouest, Bureau #250-7, Quebec, Quebec G1N 3C9

**Tel:** (418)688-9441 **Fax:** (418)688-4678

**Product Categories:** Dairy/Deli/Bakery, Frozen Foods, Foodservice, General Merchandise, Meat, Private Label

**Trades Called On:** Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Produce Wholesalers, Vending Trade, Foodservice Operators

**Services:** Foodservice broker. Sales agency, marketing, market surveys, translation for the Province of Quebec.

**Clark St. Jean Added Value Solutions Inc.**

4304 Boul. Grande Allee, Boisbriand, Quebec J7H 1M9

**Fax:** (450)971-4054

**Contact:** Tim Clark, President

**Tel:** (450)977-2061

**Email:** [timc@csjavs.com](mailto:timc@csjavs.com)

**Contact:** Marc St. Jean, President

**Tel:** (450)979-6667

**Email:** [marcs@csjavs.com](mailto:marcs@csjavs.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery Retail, Frozen Foods, Health Foods

**Trades Called On:** Mass Merchandisers, Wholesale/Price Clubs

**Services:** Sales experts to warehouse, clubs and mass merchandisers

**Crombie Kennedy Nasmark Inc.**

1 Place Laval, Bureau #350, Laval, Quebec H7N 1A1

**Tel:** (450)975-2525 Ext. 223 **Fax:** (450)975-7766 **Web:** [www.ckn-inc.com](http://www.ckn-inc.com)

**Contact:** Robert Chapman, General Sales Manager, Eastern Region

**Email:** [rchapman@ckn-inc.com](mailto:rchapman@ckn-inc.com)

**Product Categories:** Beverages (alcohol, bottled waters, fruit juices), Confectionery/ Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Health Foods, Produce, Private Label.

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Candy Wholesalers, Convenience Stores, Discount Stores, Drug Store Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors.

**Crossmark Canada**

1111 rue St-Charles ouest, Suite #453, Longueuil, Quebec J4K 5G4

**Tel:** (450)646-6500 or 1-877-386-6574 **Fax:** (450)646-1603 or 1-877-386-6598

**Web:** [www.crossmark.ca](http://www.crossmark.ca)

**Contact:** Jacques D'Aouost, V.P.

**Email:** [jacques.d'aouost@crossmark.com](mailto:jacques.d'aouost@crossmark.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocer/Retail, Frozen Foods, General Merchandise, Health& Beauty Care, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood

**Trades Called On:** Candy & Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Service and Rack Merchandisers, Variety/Department Store Trade, Wholesale/Prices Clubs, Specialty Food Distributors

**First National Food Brokerage Inc.**

1800 Autoroute Laval, Laval, Quebec H7S 2E7

**Tel:** (450)687-2680 **Fax:** (450)682-4797

**Contact:** Frank DiBlasio, President

**Email:** [frankd@idfoods.com](mailto:frankd@idfoods.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dry Grocery/ Retail, Frozen Foods, Foodservice, Health Foods, Pet Foods/Supplies, Private Label, Fresh Seafood

**Trades Called On:** Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

**Les Aliments S.Z.A. du Quebec Inc.**

5900 Cousineau Boulevard, Bureau #360, Saint-Hubert, Quebec J3Y 7R9

**Tel:** (450)656-9339 **Fax:** (450)656-3379

**Contact:** Serge Cote, Director, Sales & Marketing

**Email:** [alim.sza@qu.aira.com](mailto:alim.sza@qu.aira.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health Foods, Meat, Private Label, Fresh Seafood

**Trades Called On:** Deli Trade, Drug Store, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors

**Les Vertes Prestige Sales Inc.**

50 Place Cremazie West, Suite 700, Montreal, Quebec H2P 2T4

**Tel:** (514)381-8815 **Fax:** (514)381-0844

**Contact:** Michael Korenberg, President

**Email:** [mkorenberg@prestigesales.com](mailto:mkorenberg@prestigesales.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dry Grocery/ Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Private Label

**Trades Called on:** Discount Stores, Dry Store, Wholesalers/Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Variety/Department Store Trade, Wholesale/Price Clubs

**Services:** Providing insight and expertise at all levels of the marketing chain; from the initial launch of a concept to the ongoing sales strategies necessary to make an item successful.

**Madison Avenue Retail Brands Inc. (Associated with Concord National Inc.)**

700 Bord du Lac, Dorval, Quebec H9S 2B8

**Tel:** (514)631-2795 **Fax:** (514)631-5795 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Stan Vincelli, President

**Email:** [vincellis@madisonavenue.ca](mailto:vincellis@madisonavenue.ca)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Industrial/Ingredients, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Specialty Food Distributors

**Services:** Development, sales and marketing of private label food products for North America Supermarkets as well as branded products to warehouse clubs and super markets.

**Quali-Snack Distribution Inc.**

6402 Trans Canada Highway, Saint Laurent, Quebec H4T 1X4

**Tel:** (514)344-5252 **Fax:** (514)344-5144

**Contact:** Albert Boucher, President

**Email:** [bouchera@quali-snack.com](mailto:bouchera@quali-snack.com)

**Product Categories:** Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/ Retail, Foodservice, Private Label

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Convenience Stores, Drug Store, Grocery Trade, Mass Merchandisers

**Services:** Direct store's distribution network. Fully equipped with retail hand held computers. Covering the province of Quebec for all classes of trade and making business on a buy and sell type of selling.

**Thomas Large & Singer Inc.**

2050 boul. Industrial, Chambly, Quebec J3L 4V2

**Tel:** 1-800-567-2672 **Fax:** (450)658-9586 **Web:** [www.thomaslargesinger.com](http://www.thomaslargesinger.com)

**Contact:** Claude Charlebois, General Manager, Quebec Division

**Email:** [ccharlebois@thomaslargesinger.com](mailto:ccharlebois@thomaslargesinger.com)

**Product Categories:** Beverages (alcohol, bottled waters, fruit juices), confectionery/ Snack Foods, Dry Grocery/Retail, Frozen Foods, Industrial Ingredients, Private Label, Fresh Seafood  
**Trades Called On:** Grocery Trade, Industrial Trade, Mass Merchandising  
**Services:** Warehouse facilities, Logistics, Corporate Brands (private label) and Industrial.

**Van de Water-Raymond Ltd.**

2300 Monterey Road, Laval, Quebec H7L 3H9

**Tel:** (450)688-7580 **Fax:** (450)681-7775 **Web:** [www.vandwaterraymond.com](http://www.vandwaterraymond.com)**Contact:** Yves Raymond, President**Email:** [raymondy@vandewaterraymond.com](mailto:raymondy@vandewaterraymond.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet Foods/Supplies, Private Label  
**Trades Called On:** Candy & Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Variety/Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

**ATLANTIC CANADA****Acosta Canada**

67 Wright Avenue, Dartmouth, Nova Scotia B3B 1H2

**Tel:** (902)468-2007 **Fax:** (902)468-4899 **Web:** [www.acosta.com](http://www.acosta.com)**Contact:** Mike McKinley, Executive Vice President & General Manager, Atlantic Canada**Email:** [mmckinley@acosta.com](mailto:mmckinley@acosta.com)**Acosta Canada**

18 Argyle Street, Suite 301, St. John's, Newfoundland A1A 1V3

**Tel:** (709)754-2840 **Fax:** (709)754-8935

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/Bakery, DryGrocery/Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Product, Pet Foods/Supplies, Fresh Seafood  
**Trades Called On:** Convenience Stores, Discount Stores, Drug Store, Foodservice & Institutional Supply, Wholesalers/ Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Wholesale/Price Clubs, Foodservice Operators  
**Services:** Food Brokerage & Packaging

**A.G. Brown & Sons Ltd.**

3500 Kempt Road, Halifax, Nova Scotia B3K 5L8

**Tel:** (902)453-0350 **Fax:** (902)454-4528**Contact:** Jim Brown, Vice President**Email :** [jbrown@agbrown.ca](mailto:jbrown@agbrown.ca)**A.G. Brown & Sons Limited**

P.O. Box 8403, Manuels, Newfoundland A1X 1B2

**Tel:** (709)834-7450 **Fax:** (709)834-7451

**Contact:** Chris O'Driscoll, Sales Manager

**Email:** [codriscoll@roadrunner.nf.net](mailto:codriscoll@roadrunner.nf.net)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Equipment/ Supplies, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Meat, Produce, Pet Foods/Supplies, Private Label, Fresh Seafood

**Trades Called On:** Bakery & Dairy Supply Wholesalers, Candy & Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Stores, Foodservice & Institutional Supply, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hardware Trade, Hypermarkets, Mass Merchandisers, Military Installations, Produce Wholesalers, Service and Rack Merchandisers, Variety/ Department Stores Trade, Vending Trade, Wholesale/Price Clubs, Foodservice Operations

**Service:** Atlantic Canada

**Advantage Sales & Marketing Canada Inc.**

100 Simmonds Drive, Dartmouth, Nova Scotia B2Y 3Y9

**Tel:** (902)468-1501 **Fax:** (902)468-1412

**Contact:** Hillard Graves, President, Atlantic Region

**Email:** [Hgraves@amca.ns.ca](mailto:Hgraves@amca.ns.ca)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dry Grocery /Retail, Frozen Foods, Foodservice, General Merchandise, Health & Beauty Care, Health Foods, Pet Foods/Supplies, Private Label

**Trades Called On:** Convenience Stores, Drug Stores, Foodservice & Institutional Supply, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Mass Merchandisers, Wholesale/Price Clubs, Specialty Food Distributors, Foodservice Operators

**Services:** Service organization offering diversified, full services in the Consumer Packaged goods industry to retail and wholesale outlets

**Concord National Inc.**

55 Weston Court, Dartmouth, N.S. B3B 1X4

**Tel:** (902)468-8990 **Fax:** (902)468-2262 **Web:** [www.concordnational.com](http://www.concordnational.com)

**Contact:** Doug Reid, President, Atlantic Region

**Email:** [doug.reid@concordnational.com](mailto:doug.reid@concordnational.com)

**Concord National Inc.**

93 Glencoe Drive, Donovan's Ind. Park

St. John's Newfoundland A1B 3M9

**Tel:** (709)368-8336 **Fax:** (709)747-3428

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/ Snack Foods, Dairy/Deli/ Bakery, Dry Grocer/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Health Foods, Meat, Private Label

**Trades Called On:** Bakery & Dairy Wholesalers, Candy & Tobacco Wholesalers, Convenience, Discount & Drug Stores, Deli Trade, Wholesalers/ Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Military Installations,

Produce Wholesalers, Service & Rack Merchandisers, Variety/Department Store Trade, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors.

**Creightons Limited**

160 Wright Ave., Unit B, Dartmouth, Nova Scotia B2W 1R6

**Tel:** (902)468-1875 **Fax:** (902)4658-3295

**Email:** [sales@creightonslimited.com](mailto:sales@creightonslimited.com)

**Contact:** Juanita Sams, Vice President

**Email:** [jsams@creightonslimited.com](mailto:jsams@creightonslimited.com)

**Product Categories:** Confectionery/Snack Foods, Dry Grocery/Retail, Frozen Foods, Foodservice, Private Label

**Trades Called On:** Wholesalers/ Distributors, Grocery Trade, Wholesale/Price Clubs

**Services:** Full service food broker offering sales, marketing, invoicing, importing/ customs clearance, distribution and warehousing services for Eastern Canada. Represent retail and foodservice products, private label and branded.

**Crombie Kennedy Nasmark Inc.**

The Bedford Tower, 1496 Bedford Highway, Suite 604, Bedford, Nova Scotia B4A 1E5

**Tel:** (902)835-8007 **Fax:** (902)835-7107 **Web:** [www.ckn-inc.com](http://www.ckn-inc.com)

**Contact:** Allen Forward, General Manager, Atlantic Canada

**Email:** [aforward@ckn-inc.com](mailto:aforward@ckn-inc.com)

**Product Categories:** Beverages (alcohol, bottled waters, fruit juices), Confectionery/Snack Foods, Dairy/Deli/Bakery, Dry Grocery/Retail, Frozen Foods, Foodservice, Health Foods, Produce, Private Label.

**Trades Called On:** Bakery and Dairy Supply Wholesalers, Candy Wholesalers, Convenience Stores, Discount Stores, Drug Store Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Vending Trade, Wholesale/Price Clubs, Specialty Food Distributors

**Crossmark Canada**

201 Brownlow Avenue, Suite 44, Dartmouth, Nova Scotia B3B 1W2

**Tel:** (902)481-0120 **Fax:** (902)468-3912 **Web:** [www.crossmarke.ca](http://www.crossmarke.ca)

**Contact:** Don Gillis, Vice President

**Email:** [don.gillis@crossmark.com](mailto:don.gillis@crossmark.com)

**Product Categories:** Beverages (alcohol, bottled water, fruit juice), Confectionery/Snack Foods, Dairy/Deli/ Bakery, Dry Grocery/Retail, Frozen Foods, General Merchandise, Health & Beauty Care, Meat, Product, Pet Foods/Supplies, Private Label, Fresh Seafood.

**Trades Called On:** Candy & Tobacco Wholesalers, Convenience Stores, Deli Trade, Discount Stores, Drug Store, Wholesalers/Distributors, Frozen Food Distributors, Grocery Trade, Hypermarkets, Mass Merchandisers, Produce Wholesalers, Service & Rack Merchandisers, Variety/ Department Store Trade, Wholesale/Price Clubs, Specialty Food Distributors