

**Atlantic Canada Virtual Export Café Series - Asia 2021**  
**April 13-29, 2021**  
**Vietnam, Japan & Indonesia**

**Business to Business Virtual Matchmaking Opportunity with Asian Seafood Buyers**

The Atlantic Provincial Seafood Trade Group (APSTG) in partnership with the Government of Canada, will organize Business to Business (B2B) virtual meetings with qualified Asian seafood buyers in three key seafood markets: Vietnam, Japan and Indonesia.

The virtual meetings will be held in the evenings and mornings via Zoom or Microsoft Teams. The meetings will also be facilitated and organized by professional in-market consultants and Trade Commissioners. The cost is \$100 per country.

The project team reserves the right to limit the number of participants based on successful matchmaking in each country and/or overwhelming interest. In this case please confirm your firm interest as soon as possible as we will manage in a first come, first served basis."

**SCHEDULE 2021:**

Vietnam: April 13-15

Japan: April 20-22

Indonesia: April 27-29

*Interested?*

Please complete this application form and send by February 26, 2021 via email to [geoff.irvine@lobstercouncilcanada.ca](mailto:geoff.irvine@lobstercouncilcanada.ca). For more information, please call Geoff Irvine at 902 497 9128

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Company Name:

Name & Title of Persons Attending:

Address:

Telephone Number:

Website

Email Address:

Number of Years in Business:

Number Employees:

Profile of Company:

What you expect to achieve by  
participating in this trade activity:

### Export Strategy:

Are you currently exporting to Asian markets?

Yes (\_\_\_\_) No (\_\_\_\_)

Who are your target customer(s) for this activity?:

Retail Importers/Distributors

Foodservice Importers/Distributors

E-Commerce / Online

Other:

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**Products:** Please check products you are currently exporting. You can include additional information such as product format, specs, packaging, etc.

### Additional Info

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Alewife

Arctic Char

Capelin

Clam

Cod

Crab, Jonah

Crab, Rock

Crab, Snow

Eel

Haddock

Hake, Silver

Halibut, Atlantic

Halibut, Greenland (Turbot)

Herring, Frozen

Herring, Smoked

Lobster, Live

Lobster, Frozen

Mackerel

Mussels

Oysters

Pollock

Quahaug

Redfish (Ocean Perch)

Salmon, Fresh

Salmon, Frozen

Salmon, Smoked

Sardine

Scallop, Bay

Scallop, Deep Sea

Sea Cucumber

Sea Urchin

Shrimp, Cold Water

Smelt

Sole

Sturgeon & Caviar

Trout

Tuna

Whelk

Other

Other

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### Virtual Export Café B2B Matchmaking

I would like to participate in the following virtual B2B Matchmaking:

Vietnam: April 13-15 (\$100)

Japan: April 20-22 (\$100)

Indonesia: April 27-29 (\$100)

Signed: \_\_\_\_\_

Title: \_\_\_\_\_

Dated: \_\_\_\_\_