

Marine Show makes a big splash

by Patricia Roy

Fishery Industry

The **2009 West Prince Marine Show**, held in Bloomfield in March, attracted close to 600 people. Thirty exhibitors from the Maritimes displayed their products and services.

About the industry

PEI Fishery Statistics 2007 states that the fishing industry employs close to 9,000 people at normal peak production times and is worth approximately \$350 million to the Island economy.

In 2007, there were 4,360 commercial fishers, 1,295 lobster fishers, 1,278 mackerel fishers, 870 herring fishers, and 885 groundfish fishers. Other products from PEI waters include mussels, snow crab, tuna, oysters, sea plants, rock crab and soft-shell clams. Fish processing plants employed 2,500 people. To find out more about the Island's fishing industry, visit www.gov.pe.ca and search **Fishery Statistics**.

The following companies provided information on their business and human resources needs:



Buddy Clark, Sales Manager with Corcoran Farm Supply Ltd. in Miscouche.

Diesel mechanic training needed on the Island

Corcoran's Farm Supply Ltd. in Miscouche sells farm equipment and manufactures custom trailers for transporting equipment, livestock or hauling lobster traps. About eight years ago, the company also began selling diesel marine engines to meet market demands.

"We currently have two people trained to work on marine engines and one of them is a certified diesel mechanic," says sales manager **Buddy Clark**. "Finding someone with experience is getting to be a big issue. There is a great need for a course teaching diesel mechanics in the province."

"Currently we have eight full time employees and two people work in sales. The way the economic situation is right now, I don't believe we will be hiring more people this summer. But part-time staff may be called back for the summer months. If the demand is there in the welding shop, we may need welders this summer."

For more information call **436-0061** or visit www.usedtractorsales.biz/



Larry Horton is the Branch Manager at the Bloomfield location of Atlantic Electronics Ltd.

Technology is a must for the fishing industry

Atlantic Electronics Ltd., had its beginnings in Darmouth, Nova Scotia 38 years ago. Today the business extends from coast to coast. The PEI branch office in Bloomfield has five employees.

"Many of our staff have had training from community college electronics programs," says Branch manager **Larry Horton**. "They can advise clients about which equipment is most suitable for fishing vessels or pleasure crafts. They can also trouble shoot and repair the equipment."

Changing times

Larry says his business is mainly directed towards lobster and crab fishing. "Considering today's economic conditions, we will not be hiring additional staff this summer. But in general, I would say people are fairly optimistic about the upcoming fishing season and we have had many inquiries about the equipment we have on display at this show."

For more information call **853-4000** or visit www.ael.ca



Brent Howard, Sales Manager for Cummins Eastern Canada LP branch in Montrose, near Alberton.

Big engines for big spaces

Brent Howard is the sales manager for **Cummins Eastern Canada LP** in Montrose, near Alberton. Brent says their branch of the national company sells mostly marine-related equipment on PEI.

"We sell marine engines and generators for boats and homes," says Brent. "Some generators are as large as a small house, which would be used in such places as a hospital or airport. Our employees also have the knowledge to do repairs on everything we sell."

Staff

"We currently have five employees who work as technicians, in sales and in administration. We have no plans to hire at the moment, but you never know what the future may hold. If we do need workers, we usually advertise in local newspapers, and we do our own training. We work year round, but the bulk of the business is seasonal."

For more information, call **853-2442** or visit <http://easterncanada.cummins.com>