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## Welcome to SeaFood Business

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**New products** - February 28, 2008

#### CONDIMENTS

##### Dip into crab

CrabPlace.com has released two shelf-stable products for retail applications. **Tomato Corn Salsa with Maryland Crabmeat** is made with Chesapeake crabmeat, tomatoes, corn, cilantro, pinto beans and CrabPlace.com's blend of seasonings and spices. **Marinara Sauce with Maryland Crabmeat** is made with Chesapeake crabmeat, sautéed onions and parsley. Both products are available online at [www.CrabPlace.com](http://www.CrabPlace.com) in cases of four or eight 16-ounce containers for \$36 and \$64, respectively. Combination packs are also available with two or four of each product for \$36 and \$64. Contact CrabPlace.com at (877) 328-2722 or visit its Web site at [www.crabplace.com](http://www.crabplace.com).

#### Rub it in

**Seafood Salmon Sweet Citrus and Spice Rub** from McCormick's & Co. is a blend of orange peel, mustard seed, spices and brown sugar. The spice creates a flavorful crust when used on the grill or in the oven and is available wholesale for \$1.90 and has a suggested retail price of \$2.88. Also available are Seafood Dry Marinade Mixes in Caribbean Citrus and Lemon Pepper varieties. Suggested retail price is 99 cents and wholesale cost is 67 cents. McCormick has also released Seafood Crusting Blends in Asian Honey Sesame and Crunchy Honey Mustard for \$2.33 wholesale and SRP of \$3.88. Contact McCormick & Co. at (800) 632-5847 or visit its Web site at [www.mccormick.com](http://www.mccormick.com).

#### SMOKED SEAFOOD

##### Sustainable salmon

Stonington Sea Products has launched sustainable-branded **smoked Atlantic salmon**. The line is hormone- and antibiotic-free and includes Scottish cured cold-smoked salmon and hot-smoked roasted salmon. Both products are packaged with green labels identifying them as antibiotic free. The cold-smoked salmon is available in 4- and 8-ounce packs for the SRP of approximately \$7.99 and \$13.99, respectively. The hot-smoked salmon is available for a SRP of \$19.95 a pound, which includes six 7-ounce portions. The salmon is available through the company's Web site and retail stores. Wholesale pricing is available on request. Contact Stonington Sea Products at (207) 367-2400 or visit its Web site at [www.stoningtonseafood.com](http://www.stoningtonseafood.com).

#### PROCESSING EQUIPMENT

##### Quick switch

SpanTech's **high-speed switch conveyor** is a lane divider designed to split product



#### Food Packaging Containers

Find Mfrs & Suppliers of Food Packaging Boxes on Business.com. [www.business.com](http://www.business.com)

#### Lobster Grille

Famous for Lobster, Seafood Steaks and Prime Rib [www.LobsterGrille.com](http://www.LobsterGrille.com)

#### Maryland Crabcake Express

Top the O List. No Fillers. Premiere Crab Cake Supplier! [www.marylandbluecrabe.com](http://www.marylandbluecrabe.com)

#### Restaurant Menu

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flow while maintaining product pitch. The switch can receive a single line and switch it into two, three or four lanes of output. The lane divider works at high speeds of up to 200 feet per minute. The system transports product on a series of carriers sliding on a pair of stainless-steel rods. Standard carriers or optional raised-top carriers are available. Contact SpanTech at (270) 651-9166 or visit its Web site at [www.spantechllc.com](http://www.spantechllc.com).

#### Pinbone relief

Jarvis Products now manufactures two types of **salmon pinbone pullers**, in pneumatic and cordless versions. Each puller weighs less than 2 pounds and removes pinbones without harming the flesh of the fish. Both versions are appropriate for salmon, trout and any other fish where pliers are used and can handle up to six fillets a minute. The tools include speed and torque controls and optional water flush setup. The cordless model operates approximately one hour per charge. Contact Jarvis Products at (860) 347-7271 or visit its Web site at [www.jarvisproducts.com](http://www.jarvisproducts.com).

#### SOFTWARE

##### Seasoft update

Computer Associates released **Seasoft 2008** with updates to reflect consumer feedback. Seasoft offers a full range of business software modules to meet the challenges of weight-based, commodity-priced products where yields, lot and portion control, byproduct accounting, settlement processing, catch weight, multiple freezer/warehouse and multi-corporation locations need to be considered. Seasoft capabilities now include warehouse management systems, remote order entry, production packing interfaces, auto invoice generation, an F12 inquiry window and business intelligence modules. Contact Computer Associates at (800) 422-4782 or visit its Web site at [www.caisoft.com/seasoft](http://www.caisoft.com/seasoft).

##### Production tracker

Marel Food Systems' Innova **software** is designed for intelligent production control, reducing time that factory managers spend monitoring production. Compatible with all Marel machinery, Innova controls and monitors each production step. It allows for full coverage of general business processes on the factory floor, displayed on a single screen. The system also has a built-in traceability mechanism on all levels, ensuring all product information is registered. Contact Marel Food Systems at (354) 563-8216 or visit its Web site at [www.marelfoodsystems.com](http://www.marelfoodsystems.com).

#### DISPLAY

##### Lighting solutions

Amerlux Lighting Solutions Gr $\ddot{u}$ v is a miniature recessed linear slot **fluorescent lighting system** for seafood company ceiling applications. The system is designed to provide smaller scale lighting solutions. It has a 3-inch aperture with 1 1/2-inch deep extruded aluminum splay and mitered corners to provide general lighting that is both effective and visually appealing. The system is available in varying run-lengths and lamp-configurations. Gr $\ddot{u}$ v is also available in a larger aperture for use in 6-inch grid applications and a dimming option is available. Contact Amerlux Lighting Solutions at (973) 882-5010 or visit its Web site at [www.amerlux.com](http://www.amerlux.com).

#### PACKAGING

##### Eco-friendly alternative

Waterproof and moisture-resistant **corrugated packaging** from Eco-Fiber Solutions is an environmentally friendly alternative to wax-coated corrugated boxes and polystyrene foam packaging. Eco-Fiber's products include a line of three seafood boxes. The packaging is sustainable, recyclable and compostable. The product has FDA non-objection status for food contact, is test approved for international shipping and meets airline shipment guidelines. Contact Eco-Fiber Solutions at (888) 783-6660 or visit its Web site at [www.eco-fibersolutions.com](http://www.eco-fibersolutions.com).

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