

Seasoft Helps Foley Fish Deliver the Perfect Shipment Every Time

Founded in 1906, and in the Foley family for four generations, M.F. Foley Fish has always stood for quality, service and education. Today, the company employs 82 full-time employees and operates two full-service seafood processing facilities, one in Boston and one in New Bedford, Massachusetts, and sells seafood to white table-cloth restaurants, high-end hotels and specialty retail stores in 40 states as well as Bermuda, Puerto Rico and Toronto, Canada.

Foley Fish sells a wide variety of fish and shellfish – from cod, haddock and sea scallops to snapper, mahi and tuna, and even imported items like Dover Sole. The company’s buyers are willing to hunt the globe for any special request and, everyday, work the four major New England landing ports, including New Bedford (the largest), Boston, Gloucester, Massachusetts and Portland, Maine. Buyers physically inspect every fish to make sure it meets Foley’s demanding quality requirements.

Seasoft Production Packing Interface for Full-Service Seafood Processing

In the summer of 2000, Foley was seeking an enterprise-wide, Windows-based software solution to integrate and automate its purchasing, inventory, order taking, distribution and accounting functions. The company researched software alternatives and selected Seasoft, from Computer Associates (CAI). “During our evaluation, CAI demonstrated several strategic areas where Seasoft clearly surpassed the other packages we looked at,” said Peter Ramsden, president of Foley Fish. “We enjoy our working partnership with the folks at CAI, and are very pleased with our decision to implement the Seasoft ERP software across both of our locations.”

In 2005, the federal government began mandating that seafood products distributed via retail channels be tagged with information identifying the product’s country-of-origin and whether the product was fished in the wild or farm-raised. Foley inquired to CAI about how they could cost-effectively meet these government regulations and automate its production floor at the same time. CAI responded by working with Foley to develop a comprehensive production packing solution customized to Foley’s processing requirements.



The Seasoft Production Packing Interface (PPI) combines specialized seafood processing and packing software, production-ready workstations and fully integrated electronic scales, and label printers. Foley’s New Bedford processing facility includes six Seasoft workstations located throughout the production floor.

Foley uses Pronto! label printers from Quick Label Systems, a leading manufacture of printers for production environments. The Pronto! 472+ processes data at twice the speed of most other printer brands, making it effectively faster than other brands when printing labels with variable information.

Create Production Work Orders On-the-Fly

When customer orders are entered, they are rolled into an aggregate production planning report. Foley’s production managers use the report to create work orders directly on the Seasoft production workstations. Each work order specifies the species and weights to be cut.



M.F. Foley Company, Inc.
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Seasoft plays an integral role in Foley Fish’s full-service seafood processing facility, and helps the family-operated company process orders efficiently and profitably, with accurate production yields and virtually no errors.



Foley Fish uses specialized tins to maintain fish at the correct temperature and ensure the freshest quality for its customers.



Laura Foley Ramsden and Peter Ramsden are the fourth generation owners of The M.F. Foley Fish Company. Laura and Peter took the reigns of Foley Fish in 2005 with the mission of continuing a 101 year legacy for quality fish.



About Seasoft

Seasoft Enterprise Resource Planning (ERP) software consolidates critical business information to maximize the efficiency of every aspect of your business. Seasoft meets the unique challenges of weight-based, commodity-priced products where yields, lot and portion control, by-product accounting, settlement processing, catch weight, multiple freezer/warehouse and multi-corporation locations are of paramount importance.

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During the production process, Seasoft captures packing weights directly from scales and records the weights on the open work order, allowing for more accurate and efficient recording of production yields. The lots produced carry with them all necessary labeling information, including product description, tracking number, weight and country-of-origin.

“Seasoft helps us process customer orders efficiently and profitably, with accurate production yields,” Ramsden added.

Integrated Lot Tracking and Traceability Meets Government Mandate

Seasoft's integrated country-of-origin labeling (C.O.O.L.) and method-of production (MOP) capabilities help Foley Fish comply with all current product labeling and traceability requirements. The software generates labels with information such as where the product was grown, packed and processed and whether the product was farm-raised or fished.

Foley posts the work order number on every product and tracks it through all steps of production, packaging and shipping. This offers Foley a convenient mechanism for quick and thorough product recall procedures, while allowing consumers to make more informed purchasing decisions. Seasoft provides the industry's most comprehensive inventory management and traceability solution—right down to the lot level—including the ability to determine, at a moment's notice, which vendor provided you with a product, and which customer took delivery of a specific batch.

Compatible with a Range of Computers and Industrial-class Scale Systems

Seasoft is compatible with a wide range of computer systems, including standard PCs and touch-screen computers as well as the thin-client production workstations deployed by Foley. These PCs are less expensive than full desktop computers and include rubberized, wash-down keyboards designed for use in harsh seafood processing environments. In addition, Seasoft supports a range of electronic scales from manufacturers such as Doran. Totally portable, these scales provide fast, accurate weights, are USDA-approved, and are wash-down safe.

For more information, contact your Seasoft Account Manager at 800.422.4782 or visit Seasoft on the web at www.caisoft.com/seasoft.



Some of the freshest seafood in the New England region is staged and ready for fast delivery to one of Foley Fish's high-profile customers.

To find out more, call 800.422.4782 or visit caisoft.com/seasoft.

