



INCREASE PROFITABILITY WITH TOTAL INVENTORY VISIBILITY & CONTROL.

Seafood distributors have unique needs when it comes to tracking lot numbers and expiration dates.

Savvy, health-conscious seafood consumers are driving change in the seafood industry. Up and down the supply chain, seafood buyers, processors and sellers must account for wild fish stocks nearing maximum sustainable yield, increasing regulatory oversight, and strict product traceability requirements.

As sustainable business practices become the norm and as technology continues to evolve, innovative seafood companies are adapting, even thriving, in this new environment. Compliance with the Marine Stewardship Council, the Global Food Safety Initiative (GFSI) and other major programs — and the desire to be certified as a well-managed business that's sustaining resources and livelihoods for future generations — is top of mind for fisheries.

Inventory management and product traceability is a central aspect of certification. By tracking and recording inventory from the point of purchase through the production process, distributors can quickly identify who provided the product and who took delivery of it. Providing forward and backward traceability can not only increase sales revenue by offering customers the security of knowing exactly what they're purchasing, it saves considerable time and money in a food safety or packaging recall.

Inventory Control and Efficient Seafood Operations

Best-in-class inventory control accounts for purchases, sales, transfers and production. It helps seafood processors and distributors reduce inventory costs by providing tighter control of stock levels. The right tools can significantly increase productivity and accuracy in your warehousing and freezer operations and improve visibility throughout multiple company divisions, public cold storage and "on the water" product so you always know what's available for sale.

Improve Efficiency and Accuracy with Barcodes

Seasoft enterprise resource planning (ERP) software from CAI offers seafood processors and distributors the industry best inventory control and traceability. As product is received into inventory, it is assigned a unique, identifying lot number which is embedded in a bar code.

The use of barcode technology greatly improves the efficiency and accuracy of inventory moves, cycle counts and customer labeling. Barcodes can be assigned to containers of finished goods as well as raw materials used in producing a batch of finished product. In addition to the lot number, barcodes can include method of production (M.O.P.) and production location, processing, pack weight and date, inspection, vendor information, PO, expiration date, country of origin and other information.



stock can be used to dynamically set re-order points and preferred stock levels for each item.



Seasoft's warehouse management system gives us unprecedented flexibility and control of our inventory. By going paperless and scanning product information into the system, we've increased capacity, improved our order fill rate, reduced errors and significantly improved the service aspect of our business. And, of course, from a green perspective, it's fantastic.

Dominick Gattuso, CFO
Fortune Fish & Gourmet

Wireless, mobile PCs and scanners located in the warehouse or freezer and other areas of the facility let you scan product to track inventory movement to a new location, a customer order or to a production work order or location.

You can view inventory information in multiple warehouse locations in real-time and quickly determine what's been purchased, what's been sold, where product is, who needs it, and when you can get it.

Seasoft's convenient inventory replenishment capability ensures that you have always have product on hand to fill orders, while keeping excess stock to a minimum. Average lead time, historical or seasonal-based sales, and number of days' supply to



Traceability to the Lot Level

Health-conscious seafood consumers focusing on where products come from, the production and manufacturing processes and the impact on the environment are driving change in the industry. Consumers are more aware of the importance of what they eat to their longevity and overall wellness, and will pay a premium to feel like they are eating healthy and helping the environment.

Seasoft ERP Software is used by some of the most successful seafood processors and distributors to pinpoint and track the history, distribution, location and application of products, parts, materials and services. By providing a dynamic, digital traceability solution, Seasoft meets the traceability procedures and systems mandated for certification with any major GFSI-compliant program.



Seasoft provides the inventory visibility and tools to manage it that we require. We can quickly see current inventory levels on site and at public freezers, receive alerts when inventories run low and schedule transfers to maintain sufficient levels on site.

Dick Parker, Vice President
Crocker & Winsor Seafoods



Seasoft's traceability begins with basic lot tracking, an inventory method of identifying a specific batch, for example, the run of fish received from one boat, a pallet or several pallets of product received in a shipment or similar combinations, and then documenting the history of that batch.

Each lot received is assigned a unique number that's associated with the lot number of the original purchase order. The lot number is embedded in a barcode that can be scanned to track any inventory movement, be it assigned to a new location, a customer's order or to a production work order. The production order generates new lot numbers for the finished products that in turn are linked back to the original product number, again, via a unique bar code label.

Product can be transferred from inventory to production by scanning the inventory bar code label and transferring product to a work order or production location. Product in production is no longer available to sell to customers, but it still shows as being on hand.



Many of the world's largest food retailers are mandating supplier certification to Global Food Safety Initiative (GFSI) schemes, which include the British Retail Consortium. While product traceability is just a component of the BRC's rigorous, all-encompassing certification program, it is a critical piece. Seasoft was instrumental in helping us meet these strict requirements.

Lou Tarnowski, CFO
Eastern Fisheries

Lot numbers are recorded as inventory, sold to customer or entered into production. You always know, at a moment's notice, which vendor provided you with a product and which customer took delivery of a specific batch. Seasoft also maintains a record of the original lot number, even for items that go through multiple production processes and have a new item numbers subsequently assigned to them.

Lot tracking becomes more complicated when a whole fish is received into inventory and subsequently goes through several product 'transformations' (e.g., the whole animal is cut into fillets and the fillets are later combined with other ingredients to produce a finished product of batter dipped and breaded fish fillet before being shipped out). These added ingredients also have their own, unique lot numbers that must be documented during the production cycle.

With Seasoft, it's simple to trace an item from a customer invoice back to its original purchase order as well. In addition, Seasoft can explode all of the information from an original purchase order to reveal what production processes the item has passed through, along with a complete accounting of where the finished product has been sold.

Seasoft's can assist any organization seeking to 'implement and maintain appropriate food safety management procedures and systems' associated with BRC Certification or certification.



This includes the ability to:

- Identify any outsourced production, inputs or services related to food safety;
- Maintain a complete record of in-process material or final product and packaging throughout the production process;
- Maintain a record of purchaser and delivery destination for all seafood products;
- Provide product identification that includes, at a minimum, the origin (producer and country) and the date of production or packing;
- Provide input product identification, including feed and feed additives that include, at a minimum, the name of the producer and lot or batch number.

Electronic Document Management Ensures Regulatory Compliance

Seasoft's integrated Document Management system assists in compliance by electronically indexing and storing all compliance related documentation while reducing costs. All system-generated transactions and documents are instantly stored in a central repository or electronic 'file cabinet' and linked to related transactions which can be accessed at any time, from anywhere, on an enterprise-wide basis.

Powerful scanning and import options automatically store compliance-related documents such as purchase orders, signed customer delivery receipts, invoices, packing slips, customs documents, certificates of origin, copies of checks and work visas to associated transactions. Manage records electronically, standardize operations, improve communication between branches, reduce the dependency on paper and elevate customer service.

Already have a Document Management system in place? We'll convert data from any Document Management system already in use — eliminating the need and expense of maintaining a separate server in order to refer back to old data.

Ready to get serious about inventory management and traceability?

Contact Jim Levy at (800) 422-4782 or jlevy@caisoft.com.



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