



Ready Seafood Maximizes Lobster Processing Efficiency with Seasoft

Ready Seafood Co., a family owned business located on the working waterfront of Portland, Maine is one of the largest wholesale lobster companies globally. The company buys and sells over 15 million pounds of live and processed lobster annually and delivers hundreds of thousands of pounds of lobster to service retail, wholesale, and food service companies around the world every week.

Ready's product line includes all sizes of live lobster, picked lobster meat sold fresh or frozen, whole (raw or cooked) frozen lobster and frozen lobster tails. All products begin with live lobster sustainably sourced and traced directly from trusted, independent harvesters at multiple buying stations throughout Maine and eastern Canada. This complete traceability ensures that Ready's customers receive only the highest quality live and processed lobster products. "Every crate we buy is marked with the name and catch date of the harvester to ensure traceability throughout the supply chain. No one else can link specific harvesters with end customers around the world the way we can. Our customers appreciate this level of traceability and it provides us with a strong competitive edge for customers that care about fishery sustainability and where their food comes from," said Megan, O'Toole, Controller for Ready Seafood.

Ready Seafood's live lobster wholesale facility features a 100,000 lbs. capacity Purge Tank and a 150,000 lbs. capacity Packout Tank. A spray room provides an additional 58,000 lbs. holding capacity. Lobsters are graded by hand and with a state-of-the-art mechanized grading system. The company's unique, two tank-one touch system ensures the lobsters are only handled once before shipping.

Ready Seafood's subsidiary, Maine Seafood Ventures is the lobster processing arm of the business and utilizes the latest technology to produce superior quality lobster products. Ready Tubing, the company's holding facility can store over 150,000 lbs. of lobster. This new facility enables Ready to purchase lobsters when quality is high and supply is abundant and ensures a constant supply of premium lobster year round. The state-of-the-art facility holds lobsters in individual compartments to ensure a low stress, stable environment where temperature, salinity, dissolved oxygen, ammonia, nitrate, nitrite and pH are monitored multiple times per day.

Ready Seafood is a model for sustainability. The company is fully certified by The Marine Stewardship Council and additionally has earned HACCP/Onsite QC, USDC, TSA, Bioterrorism, EU Cert, Lab Testing, Traceability, and Sustainability certifications. Ready Seafood is the only seafood company in the United States with an on-site marine biologist working on projects across the region to improve our understanding of the lobster resource.



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CAi Seasoft
SOFTWARE

THE PROBLEM:

COMPANY OUTGROWING THE CAPABILITIES OF QUICKBOOKS

In 2016, as a result of continued sales growth and a desire to gain more control over inventory, Ready realized they had outgrown Quickbooks and needed to upgrade their software. "As a company, we had invested in leading-edge processing and a business technology infrastructure," O'Toole said. "We have an exceptional crew that runs three packing and grading shifts daily, 24-hours a day, seven days a week and wanted to make sure they have the kind of tools that would help them work even more efficiently and accurately. We reached out to several industry contacts that had recently undergone the process of evaluating new business management software. Seasoft was mentioned as the leader in more than one of these conversations. We knew we needed to include them in our search."

THE SOLUTION:

SEASOFT ERP SOFTWARE FOR LOBSTER PROCESSING

Seasoft Software is a complete business management solution that helps seafood processors and distributors enhance efficiency, reduce costs and maximize bottom line profits. Whether it's achieving better control of inventory, increasing production yields, pinpointing costs or responding quickly to a food safety issue, Seasoft's easy-to-use software tools overcome the challenges of weight-based, commodity-priced products where visibility into lot and portion control, traceability, by-product accounting, settlement processing and multiple freezer and warehouse locations are of paramount importance.

"There are so many wonderful things I can say about the Seasoft software and our experience with the team of consultants at Seasoft," O'Toole said. "Because we deal with fresh product, Seasoft's enhanced digital whiteboard highlighting our short-term on-hand inventory is a huge benefit. We're able to quickly look at what's available over the next three days for production and sale, while also taking into account committed orders. This has helped increase on-time, in-full shipments substantially!"

"Seasoft's Lobster Grading Report is invaluable," O'Toole added. "We can evaluate profitability based on the sourcing vendor and access grading work orders over a period of time to evaluate what size lobsters they have been providing, the number of discards, and sales margins by vendor. It's absolutely fantastic and I would highly recommend it to any company doing lobster processing."

Ready also utilizes Seasoft's Production Processing and Packing Interfaces extensively. The packing interface improves the efficiency and profitability of Ready's packing operations by helping to automate the capture of weights, updating the sales order and eliminating errors in order fulfillment.

As customer sales orders are entered, Seasoft automatically generates an associated work order which individual packers query, in real-time, for and view on their packing workstation. The work order specifies the specific lobster grades and counts to be packed as well as truck routing information. By including the route information, Ready has been able to maximize the number of accurate, on-time, in-full deliveries. Quantities packed are automatically rolled up to allow back office staff to generate final invoices with the push of a button.

By integrating wash-down workstations, electronic scales and bar code scanners and label printers, Seasoft supports Ready Seafood's innovative and state-of-the-art lobster processing operation. Seasoft's production processing tools allow Ready Seafood to calculate exact yields for their meat picking and packing operations. This provides an accurate cost of goods produced so that they can sell the product at the optimal price point. "Seasoft has a stellar reputation in the seafood industry and we know that it is backed by a company that's firmly committed to developing and enhancing the solution," O'Toole added. "We are pleased to be part of the Seasoft family."

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

