

# GUIDE TO LOCAL SEAFOOD PROCESSING



## SECURE FRESH, SUSTAINABLE WHOLE FISH

- Make an agreement to purchase fish from your local fishermen and agree on fair prices.
- Sustainable fish should be fished according to governmental regulations adhering to allocated quotas. The fishing equipment should also fall into what is categorized as low impact gear - meaning that it has little or no damage to the marine ecosystem.
- Ensure that you have a license to purchase directly from the fishermen.
- All fish purchased directly from a primary supplier must be reported to the government. You can do this manually or with Blue Lobster's technology.



## FIND A PLACE WHERE THE FISH CAN BE PROCESSED

This could be an independent cutting facility, a partner restaurant or a facility near or at the harbor. The space must be designated for food production and processing, and must be registered with the The Danish Veterinary and Food Administration.



## FIND QUALIFIED FILLETTERS

It is ideal if they have experience working with fish. Chefs or former chefs often know how to work with fish & can cut a fillet but are interested in honing the skills and becoming better at filleting. This is a great opportunity for a symbiotic relationship - in which chefs can improve their skills and costs will be comparatively lower for you than working with experienced fish filletters.



## SELLING THE PROCESSED FISH

- Reach out to restaurants and canteens in your area.
- Sell the fish through an existing platform, like Blue Lobster.



## LOGISTICS

In order to move fish from the harbor to the processing location and then onto customers, there are several options:

1. rent or purchase a vehicle authorized for transporting seafood, or
2. outsource transport to a local logistics company that is authorized to transport seafood.

