

Value Added Packaged Seafood Products

Thomas Hymel,
LSU AgCenter /Sea Grant
Louisiana Direct Seafood Program Director



ADVANCING the Seafood Industry

Engaging commercial fisheries through professionalism and marketing



LOUISIANA DIRECT SEAFOOD
Your Freshest Catch



LOUISIANA DIRECT SEAFOOD

Your Freshest Catch

Louisiana Direct Seafood







2012

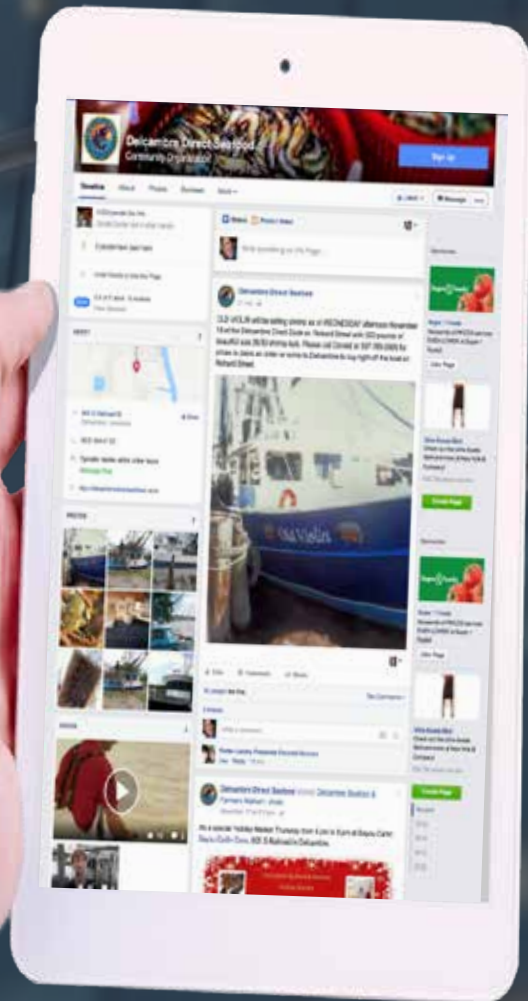
Donna & Christal Dandridge
Big D's Seafood
Inc.
337-924-8115
459 ALICE B RD FRANKLIN, LA 70538

WHOLESALE

FRESH SEAFOOD



Facebook Launch



Delcambre Direct Seafood leads the other sites, entering the world of Facebook with incredible success.

Delcambre Seafood & Farmers Market

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Join us at the market!

The Delcambre Seafood & Farmers Market offers local, just-picked produce, wild-caught Delcambre Direct seafood, and homemade food and farm products. With food, music and special events, the Delcambre Market is a fun—and healthy!—shopping experience.

Join us under the oaks of the Shrimp Festival grounds, and connect with your neighborhood farmers and fishermen. Our mission is to preserve and promote our cultural heritage while providing access to local, fresh and sustainable foods that improve the life and lifestyle of all citizens.

— SPRING 2013 —

March 16
April 20
May 11
June 1

MEET OUR VENDORS

BECOME A VENDOR

LOUISIANA FRESH

FIND US

Delcambre Shrimp Festival Grounds
409 E. Main St, Delcambre, LA
8am to 1pm

1-800-884-6120 ext. 6

Facebook

Delcambre Seafood & Farmers Market is a community project of the Twin Parish Food Commission and Terre Assisted Development Foundation, with additional funding from the State of Louisiana and the U.S. Department of Agriculture.

HOME VENDORS NEWS CONTACT US NEWSLETTER

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1-800-884-6120 ext. 6
www.delcambremarket.org
Facebook.com/DelcambreMarket

TERRE ASSIS
Convention &
Visitors Bureau
delcambre.com

Delcambre
SEAFOOD
& FARMERS
MARKET

Wild Caught.
Farm Fresh.
Pick Local.

Delcambre
SEAFOOD & FARMERS
MARKET

SPRING 2013

March 16
April 20
May 11
June 1

Shrimp Festival Grounds
409 E. Main St, Delcambre

Join us under the oaks for wild-caught Delcambre Direct seafood and farm fresh, locally grown produce. With food, music and special events, enjoy a fun—and healthy!—shopping experience.

Wild Caught. Farm Fresh. Pick Local.

1-800-884-6120 ext. 6 **www.delcambremarket.org** Facebook.com/DelcambreMarket

2018 LOUISIANA Fisheries Forward **SUMMIT**

FREE EVENT / Lunch provided with advance registration

Top door prize \$2,500
in commercial fishing supplies
from Alario Brothers*

Connect with the Changing World of Commercial Seafood

Workshops will run throughout the day, in conjunction with a trade show that features hands-on demonstrations on safety, innovative handling and processing equipment, gear and techniques.

Learn more:

- 'Adapting to change': diversion panel
- Improve your bottom line: e-commerce, micro-processing, job opportunities
- Make your voice heard: giving testimony, participating in management process
- U.S. Coast Guard safety
- Food processing equipment
- Welding & hydraulics demonstration



TUESDAY, MARCH 6

The Pontchartrain Center
4545 Williams Blvd, Kenner, LA 70065

8:30 am–4 pm

REGISTER NOW

FIND US ON THE WEB
<http://LaFisheriesForward.org/Summit>

*Must be registered and present
to win the door prizes.



www.LaFisheriesForward.org



Để đăng ký ăn trưa và cơ hội thắng giải thưởng vào cửa, nhấp vào:
<http://LAFisheriesForward.org/Summit>



BEYOND THE BOAT: Seafood Processing Pavilion

LOUISIANA DIRECT SEAFOOD
Your Freshest Catch



SEAFOOD COOKING DEMONSTRATIONS BY:

Chef Daniel Causgrove, Seaworthy

Chef Dana Honn, Carmo

Chef Nathan Richard, Cavan

Chef Brian Burns, Peche

*Chef John Folse Culinary Institute (Nicholls) students,
led by Chef Monica Larousse*

SEAFOOD PROVIDED BY:

Plate frozen shrimp, Anna Marie Shrimp

Vermilion Bay Sweet black drum, Big D's Seafood

Garfish, Captain Quincy Seafood

Cage-grown oysters, Grand Isle Sea Farms

Flathead catfish, Freshwater Seafood



Local Meetings

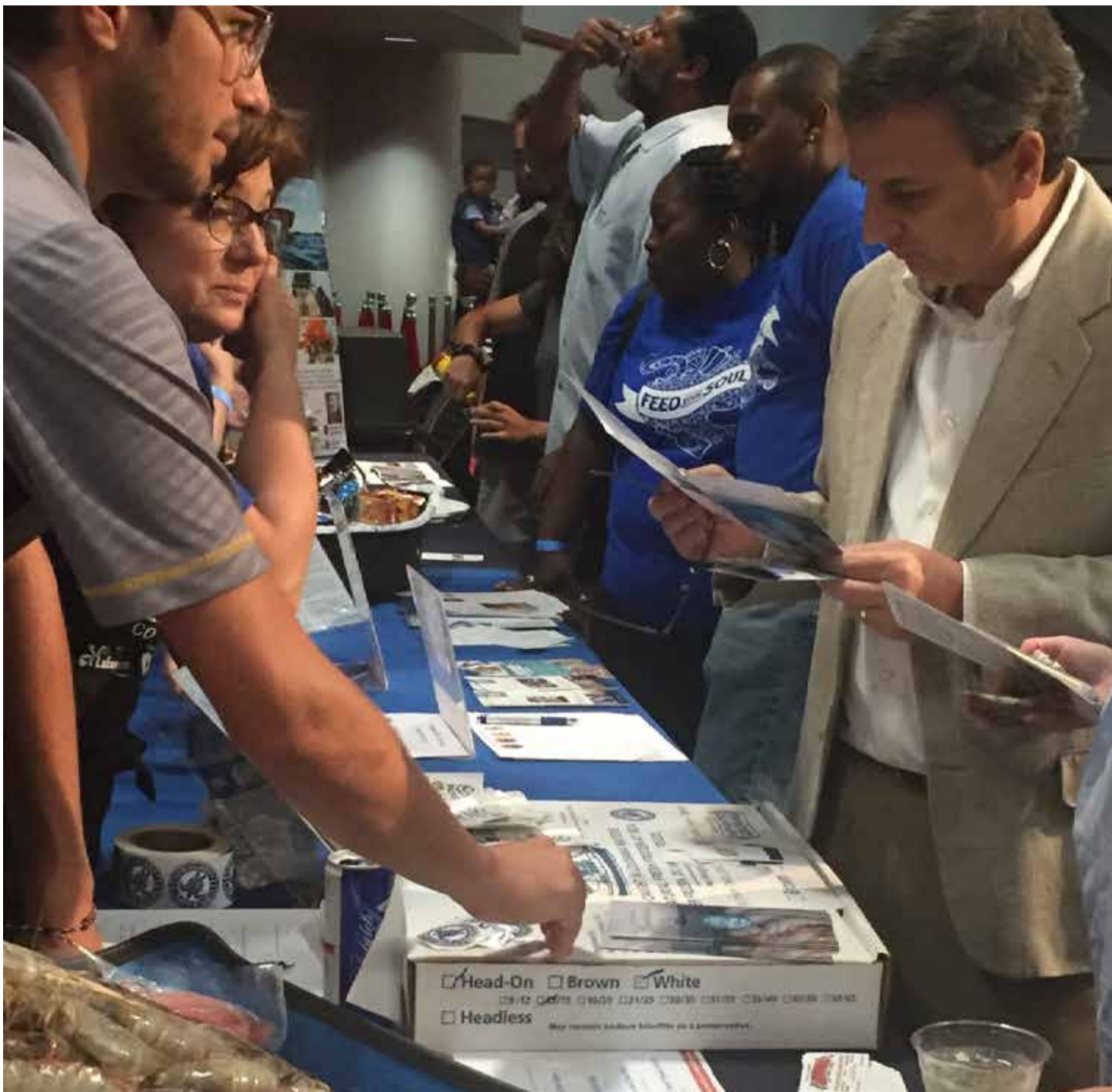




Meeting the rising consumer demand for ready-to-cook, local seafood.

MICRO PROCESSING







Adding value . . . Creating opportunities



Local Frozen Shrimp Brand Debuts



Pilot project takes selling direct to the next level, in the off season.







At Delcambre Shrimp Festival

The Vermilion Bay Sweet Brand launched officially at the 2012 Delcambre Shrimp Festival . . .



New Iberia Gumbo Cook-off

. . . And at the Gumbo Cook-off. The brand's positive reception encouraged stakeholders to continue product development.

Vermilion Bay Sweet

Louisiana Seafood Promotion Board Press Conference

Your Freshest Catch
ALWAYS
IN SEASON



Delcambre Direct Seafood.com

The Vermilion Bay Sweet frozen white shrimp "jumbo pack" is a signature brand of the Delcambre Direct Seafood program. Created by the Twin Parish Port Commission, in partnership with LSU AgCenter and Louisiana Sea Grant, Delcambre Direct Seafood is part of the statewide Louisiana Direct Seafood initiative.

Your Freshest Catch

The Vermilion Bay Sweet story began with a question—How can shrimpers and processors find new and unique ways to sell premium shrimp, at fair value, year-round?



In the small town of Delcambre, shrimpers were slowly rebuilding their business through the help of DelcambreDirectSeafood.com—an online marketplace for fishermen to sell direct to the public created by the Twin Parish Port Commission, in partnership with LSU AgCenter and Louisiana Sea Grant marine extension program. Vermilion Bay shrimpers watched their profits increase as they connected with new consumers who were willing to pay a higher dollar for fresh, quality seafood straight off the boat.

Stakeholders knew, however, that to truly rebuild a successful shrimping industry would take something more . . . the ability to create a gourmet, locally branded, frozen product that brought top sales even during the off-season. And not just any product, but one using premium jumbo shrimp, hand-peeled to preserve that just-caught flavor. Despite skepticism from shrimpers and seafood industry insiders that such a high-dollar product would be difficult to market, Sea Grant agents and Port Commission members beat the streets to find the right partners to take a chance on building a new shrimp brand.



Delcambre Direct Seafood.com

• LOUISIANA FRESH CATCH PARTNER

The Vermilion Bay Sweet frozen white shrimp "jumbo pack" is a signature brand of the Delcambre Direct Seafood program. Created by the Twin Parish Port Commission,

2

Gulf South Inc., a small Vietnamese family-run shrimp dock and processor located in nearby Intracoastal City, rose to the challenge. Already dedicated to increase the quality of Louisiana caught shrimp, as well as the profits fishermen receive for their hard work, they bet on the ability of the Delcambre Direct program to get the product out there successfully in the marketplace. The original Vermilion Bay (MB) product was created as a 15-pound vacuum pack free of the SIP (sodium tripolyphosphate) additive found in most other shrimp packs. Starting with just 5,000 packages of Vermilion Bay Sweet shrimp sold at area festivals, the product quickly expanded into eleven local businesses in 14 locations around Acadiana. The product has been so successful that Gulf South is having a tough time keeping up with demand.



This immediate success led to the development of a "jumbo sized" shrimp package—the first product to carry the Louisiana Certified Seafood label developed by the Louisiana Seafood Promotion & Marketing Board and Louisiana Department of Wildlife & Fisheries. The MB "jumbo pack" will be a machine packed, one-pound bag packed and distributed out of Delcambre by Gulf Green Seafood.

Vermilion Bay Sweet demonstrated unequivocally that the demand for a gourmet quality seafood product, that could command a higher price, was out there. Find it now online through CajunGrocer.com.

CajunGrocer
Louisiana's Best Seafood Online

For more information on Vermilion Bay Sweet, Delcambre Direct Seafood and parent initiative Louisiana Direct Seafood, visit: www.LouisianaDirectSeafood.com

Vermilion Bay Sweet Brands Expanded

2



To include 'gumbo' pack of smaller shrimp, fish and crab

AMS
LY BEFORE USE



Demand It.



CERTIFIED
**AUTHENTIC
LOUISIANA**
WILD SEAFOOD

Vermilion Bay Sweet
SHRIMP
SOLD HERE!
Frozen, Hand Picked, Devalued.
Total 1,234



Delcambre
SEAFOOD & FARMERS
MARKET
Wild Caught. Farm Fresh. Pick Local.

Your Freshest Catch
**ALWAYS
IN SEASON**
PREMIUM
VERMILION
BAY SWEET
White Shrimp
PREMIUM
VERMILION
BAY SWEET
White Shrimp









Vacuum Pack Machine

Prawn to splitter de-veiner









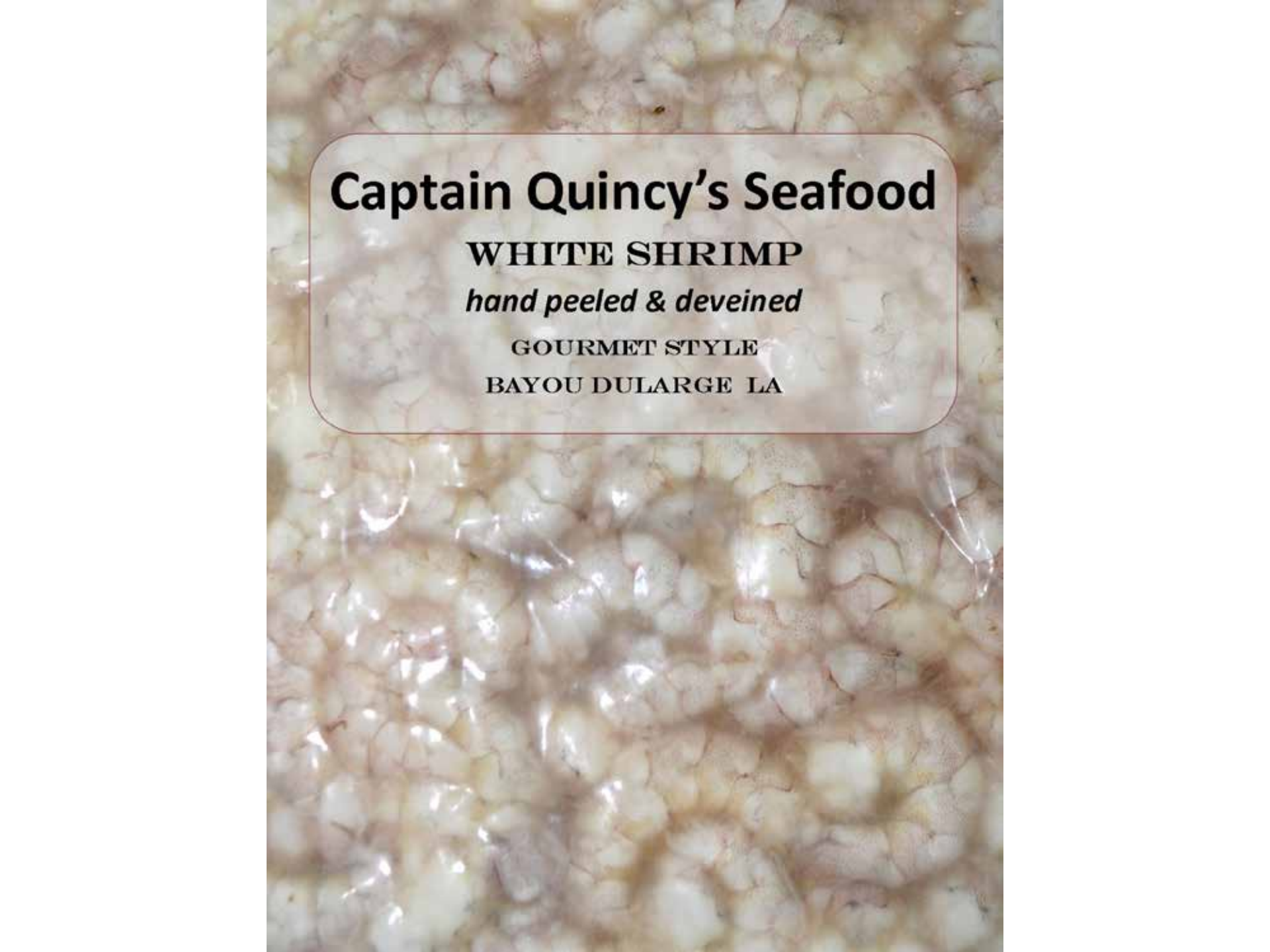












Captain Quincy's Seafood

WHITE SHRIMP

hand peeled & deveined

GOURMET STYLE

BAYOU DULARGE LA



Captain Quincy's Seafood

2529 Bayou Dularge Rd
Theriot, LA 70397

cell Phone # 985-855-9813 phone # 985-221-5339
permit # LA-2456

Bone in turtle meat
1 lb
keep frozen
thaw under refrigeration







SHUCKED OYSTERS

Consuming raw or undercooked meats, poultry, seafood, shellfish or eggs may increase your risk of foodborne illness, especially if you have certain medical conditions.

Caution: Shell particles may be found in this product. Check for and remove any particles before consuming.

KEEP FROZEN-DO NOT REFREEZE

Date Frozen:

Shucked:

SHUCKED OYSTERS

Consuming raw or undercooked meats, poultry, seafood, shellfish or eggs may increase your risk of foodborne illness, especially if you have certain medical conditions.

Caution: Shell particles may be found in this product. Check for and remove any particles before consuming.

KEEP FROZEN-DO NOT REFREEZE

Date Frozen:

Shucked:



Corina Corina Seafood LLC

17947 Hwy 3235
Galliano, LA 70345
985-637-2326

LA 2428 SP

Fresh Shucked Oysters

Shucked Date: 12-11-18
Packed Date: 12-12-18

Keep frozen, thaw under refrigeration
Product of Louisiana

Net Weight: 16oz









Big D-
1465
145

GROSS WT
TARE WT













PREMIUM + QUALITY
VERMILION BAY SWEET

WILD SELECT
WILD CAUGHT FISH

DELCAMBRE - LOUISIANA

BLACK DRUM

KEEP FROZEN - THAW UNDER REFRIGERATION IMMEDIATELY BEFORE USE
www.DelcambreDirectSeafood.com

PREMIUM + QUALITY
VERMILION BAY SWEET

WILD SELECT
WILD CAUGHT FISH

DELCAMBRE - LOUISIANA

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DELCAMBRE - LOUISIANA

BLACK DRUM

KEEP FROZEN - THAW UNDER REFRIGERATION IMMEDIATELY BEFORE USE
www.DelcambreDirectSeafood.com

Whole Cooked Frozen Crabs











ANNA MARIE SHRIMP



Red Snapper

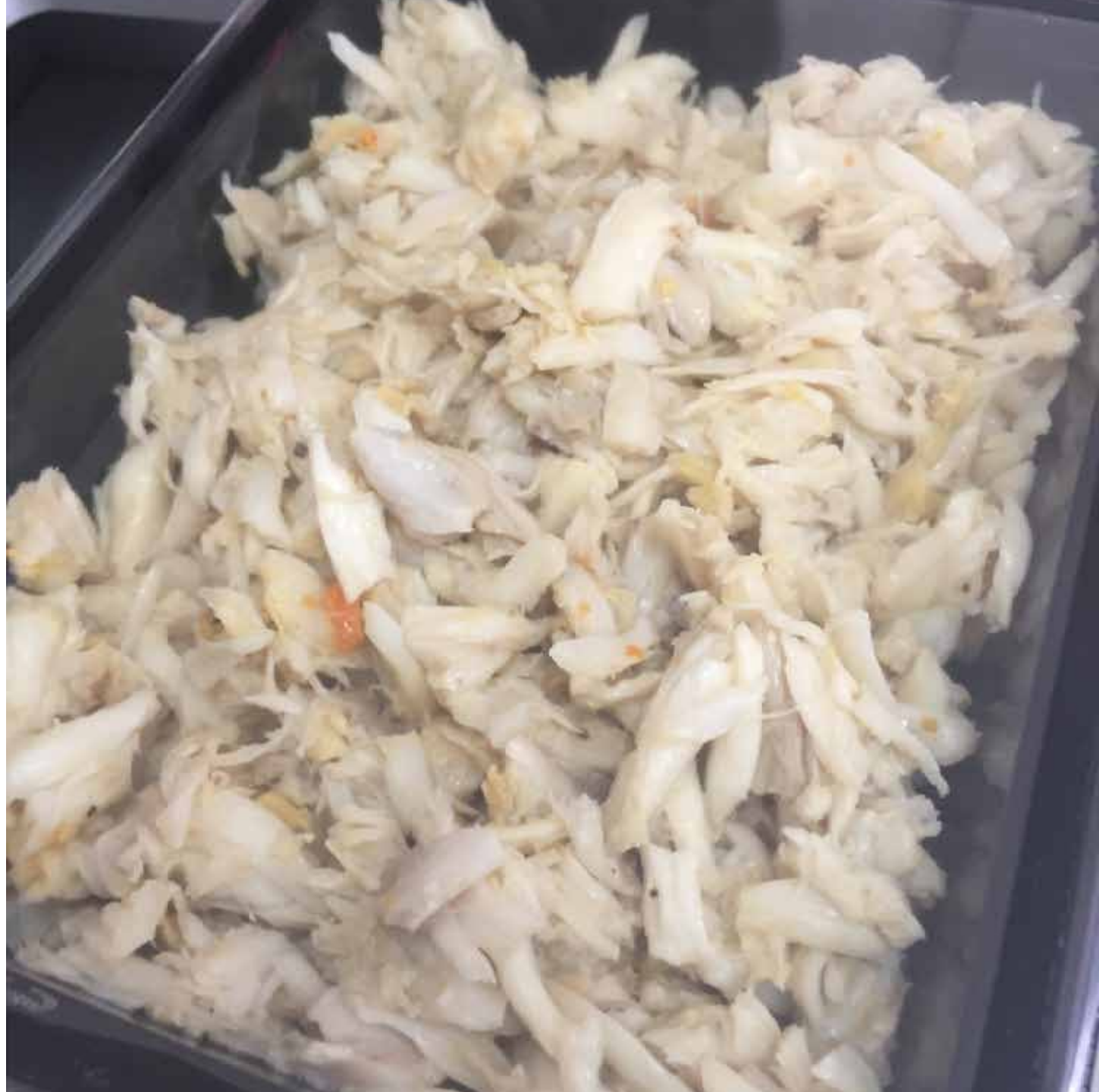
Thaw under refrigeration immediately before use
Ingredients: Fish and water

Born Free. Caught Wild. Delivered Fresh.



Permit # LA - 2152/LA W&F # 338675 SERO #
Owner - Lance Nacio (985) 209-2862
1011 Hwy 55, Montegut, LA 70377







Wild Plate Frozen

6











Product of U.S.A.

Net Weight: _____

**FRESH FROZEN
SHRIMP**



☐ **Headless** ☐ U/10 ☐ 10/15 ☐ 16/20 ☐ 21/25 ☐ 26/30 ☐ 31/35 ☐ 36/40 ☐ 40/50 ☐ 50/60

☐ **Head-On**

☐ **Pink** ☐ **Brown** ☐ **White**

Ingredients: Shrimp, Contains Sodium Bisulfite (as a preservative).



Sea Grant
LSU
AgCenter





Like

Comment

Share



Write a comment...















PRODUCT
OF USA

CERTIFIED
AUTHENTIC
LOUISIANA
WILD SEAFOOD

PREMIUM • QUALITY

VERMILION BAY SWEET

HAND SELECT



WILD
CAUGHT FISH

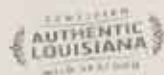
DELCAMBRE • LOUISIANA

CATFISH

KEEP FROZEN • THAW UNDER REFRIGERATION IMMEDIATELY BEFORE USE
www.DelcambreDirectSeafood.com

Pompano





ANNA MARIE SHRIMP



Vermillion Snapper

**Thaw under refrigeration immediately before use.
Ingredients: Fish and water**

Born Free. Caught Wild. Delivered Fresh.

Permit # LA - 2152/LA W&F # 338675 SERO # 2456

Owner - Lance Nacio (985) 209-2862

1011 Hwy 55, Montegut, LA 70377

















A close-up photograph of a person's hand holding a piece of clear adhesive tape. The tape is partially unrolled, showing its sticky surface. The word 'Gar' is printed in a large, black, sans-serif font in the center of the tape. The background is dark and out of focus.

Gar







Smoked Fish









LARGE
Peeled & Deveined



ANNA
MARIE
SHRIMP

SELECTIVELY
HARVESTED

BORN FREE. CAUGHT WILD. DELIVERED FRESH.



NOT
FROZEN

Fresh from the Gulf

SEAFOOD IS NOT AN INDUSTRY

it's a way of life.



LANCE MACIO, OWNERS GRAND
THIRD GENERATION FISHERMAN



NET WT. 1 LB. (454g)

KEEP FROZEN

Thaw Under Refrigeration Immediately Before Use

AnnaMarieShrimp.com

MAPI-PFLA





Pass Christian, MS

www.crystalseasoysters.com

Packed by: Crystal Seas Seafood

Pass Christian, MS 39571

MS-175-SP

144 (12 dozen)

Individually Quick Frozen Half



www.crystalseasoysters.com

Packed by: Crystal Seas Seafood

Pass Christian, MS 39571

MS-175-SP

144 (12 dozen)

Individually Quick Frozen Half

KEEP FROZEN AT 0" OR LESS UNTIL

Individuals who have chronic illness
may be at increased risk of
infection. If you are pregnant, nursing,
or taking medication, consult a physician
before using this product.











Gaftop Catfish



Fresh "Farm Raised" Catfish Fillets



PACKED ON: 11/11/11
SELL BY: 11/11/11
NET WT. LB: 6.97

0 260180 206054
Product of USA.

PLU #: 60180

Tare: .07 lb.

Keep Refrigerated.

6.24

\$ 6.05

Ingredients: Catfish.

Allergens: Contains Catfish

UNIT PRICE \$/lb

TOTAL PRICE \$

Heartland Catfish Company
55001 Highway 82 West • Ma, MS 38941

(662) 254-7100 • www.heartlandcatfish.com

SAFE HANDLING INSTRUCTIONS

THIS PRODUCT HAS BEEN FROZEN FROM UNPICKLED AND FROZEN FISH. SOME FOOD PRODUCTS MAY CONTAIN BACTERIA THAT COULD CAUSE ILLNESS IF THE FOLLOWING SAFE HANDLING INSTRUCTIONS ARE NOT FOLLOWED:

- 1. KEEP REFRIGERATED OR FROZEN. THAW IN REFRIGERATOR OR MICROWAVE.
- 2. COOK THOROUGHLY. KEEP HOT FOODS HOT. REHEAT THOROUGHLY. REFRIGERATE LEFTOVERS. DISCARD LEFTOVERS ON DAY 1.
- 3. WASH HANDS AND SURFACES AFTER TOUCHING RAW MEAT OR FISH.



FRESH
Never Frozen
SALMON



FRESH FARMED ATLANTIC
SALMON PORTION
PRODUCT OF CHILE
PROCESSED AND DISTRIBUTED BY:
marineharvest ATLANTIC OCEAN, CHILE

| | |
|---|--|
| 1.00 <small>NET WT. (LB.)</small> | <small>CONTAINS FISH (SALMON) COLOR ADDED THROUGH FEED NOT FOR RAW CONSUMPTION</small> |
| 8.74 <small>PRICE PER LB.</small> | \$ 8.74 <small>TOTAL PRICE</small> |
| <small>USE OR FREEZE BY</small> 12-15-17 | KEEP REFRIGERATED |

0 251272 208742
PROCESSED IN THE UNITED STATES

LIT: 580912
PLU # 51272
TARE 0.06 LB.

FRESH
Never Frozen
\$1.27/lb

FRESH FARMED TILAPIA
FILLET
PRODUCT OF COSTA RICA
PRODUCED AND HARVESTED BY:
marineharvest.com
0.79
NET WT (LBS)
6.44
PRICE PER LB
09-11-18
DATE OF PRICE SET
\$5.09
TOTAL PRICE
KEEP REFRIGERATED
UNTIL COLD
TID # 57171
TARE 0.00 LB
0 251 77 003 000
FRESHNESS IN THE FRYER STORED



FRESH
Never Frozen
58662



FRESH FARMED STEELHEAD
TROUT PORTION

PRODUCT OF CHILE
PROCESSED AND DISTRIBUTED BY:
marineharvest IN 76017

| | |
|------------------------------|--|
| 0.81 NET WT. (LB) | CONTAINS: FISH EXCEPT COLOR ADDED THROUGH FEED NOT FOR RAW CONSUMPTION |
| 11.24 PRICE PER LB. | \$ 9.10 TOTAL PRICE |
| USE OR FREEZE BY 09-09-18 | KEEP REFRIGERATED |

LOT: CL167995
PLU # 58662
TARE 0.06 LB.

0 258662 009101

PROCESSED IN THE UNITED STATES





LOUISIANA Agriculture

Vol. 61, No. 4, Fall 2018
Published Since 1957

Assuring Our Future Through Scientific Research and Education



Louisiana Sea Grant and the **LSU AgCenter**
commemorate a 50-year partnership



Expanding cryopreservation to improve genetics in aquatic species

Rick Bogren

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