



# Packaging and Shipping Seafood

SEAFOOD PROCESSOR'S CONFERENCE

JANUARY 30, 2019

THU BUI, LA SEA GRANT AND LSU AGCENTER



LOUISIANA  
DIRECT  
SEAFOOD  
*Your Freshest Catch*

# Packaging

MAINTAIN QUALITY –  
LABELING –  
LOOKS NICE –





# Packaging (1)

## MAINTAIN QUALITY –

FRESH OR FROZEN – VACUUM PACK, SHELF LIFE, STORAGE

TYPES OF BAG OR TRAY – BAG THICKNESS,

ADDITIVES – STP, SEASONINGS





# Packaging (2)

## LABELING –

### LEGAL REQUIREMENTS –

### COST –

LABELS - \$10-60 PER 1000 (STICK ON)

BAGS - \$50 PER 1000

PRINTED BAGS FOR 10,000 +

VAC PAC MACHINE -\$1000 +



### HELP!

DR. EVELYN GUTIERREZ-WATTS, SEAFOOD SPECIALIST

LA SEA GRANT/LSU AGCENTER

EGWATTS@AGCENTER.LSU.EDU





# Packaging (3)

LOOKS NICE –  
YOUR PRODUCT REPRESENTS YOU  
NEAT, UNIFORM, CONSISTENT





# Packaging (4)

## PERISHABLES ARE TIME SENSITIVE!

- PLANNING REQUIRED – KNOW PICK-UP SCHEDULE OF SHIPPING COMPANY AND BUYER’S RECEIVING SCHEDULE
- TIMELY INFORMATION – COMMUNICATION WITH BUYERS AND SHIPPING COMPANY IS IMPORTANT
- REPEAT BUSINESS





# Shipping Seafood

**SMALL SHIPMENTS – 5, 25,  
40 POUNDS**

**LARGE SHIPMENTS – 1000'S  
OF POUNDS**

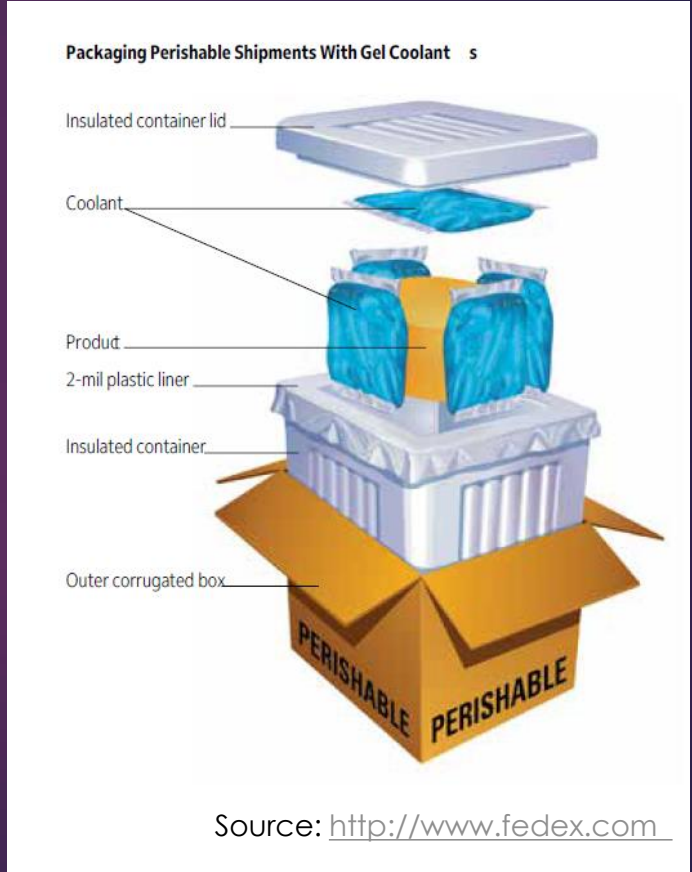




# Shipping Seafood (1)

## SMALL SHIPMENTS

- NEXT DAY/OVER NIGHT/AIR FREIGHT/DELIVERY
- CHILLED- FRESH OR LIVE WITH GEL PACKS
- FROZEN- USE DRY ICE







# Shipping Seafood (2)

## SMALL SHIPMENTS –

CONTACT SHIPPER – PACKING MATERIALS, LABELING, PRICING, DELIVERY, TESTING

### GET IN CONTACT WITH YOUR LOCAL:

- SOUTHWEST – AIR FREIGHT
- FEDEX ACCOUNT MANAGER  
VISIT- [FEDEX.COM](http://FEDEX.COM) AND CLICK SUPPORT TAB OR CALLING 1-800-GO-FEDEX (1-800-463-3339)
- PERISHIP – EX-EXECUTIVE TO FED EX, VOLUME DISCOUNT SHIPPING, MONITORING COMPANY - (203) 315-8637 OR (866)928-6428; [SALES@PERISHIP.COM](mailto:SALES@PERISHIP.COM)
- UPS STORE, WAITR, AND THERE ARE OTHERS!





# Shipping Seafood (3)

## SMALL SHIPMENTS –

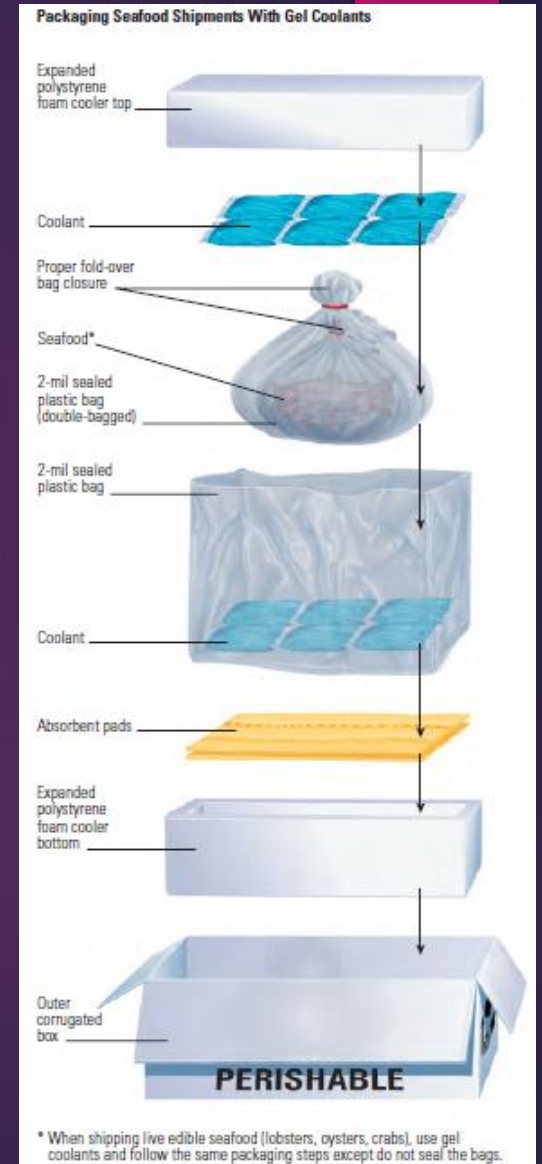
- **RECOMMENDATION: 20-30 LBS.**
- **FITS IN WAX AND INSULATED BOX FOR LESS COSTLY SHIPPING**
- **FREIGHT TO SHIP 8 LBS. (~\$8-\$10 PER/LB.) VERSUS FREIGHT TO SHIP 30 LBS. (~\$3 PER/LB.)**
- **SAME TIME TO PACK 8 POUNDS AS 30 POUNDS**
- **SAME AMOUNT OF WORK**
- **BETTER SALE**



# Shipping Fresh Seafood

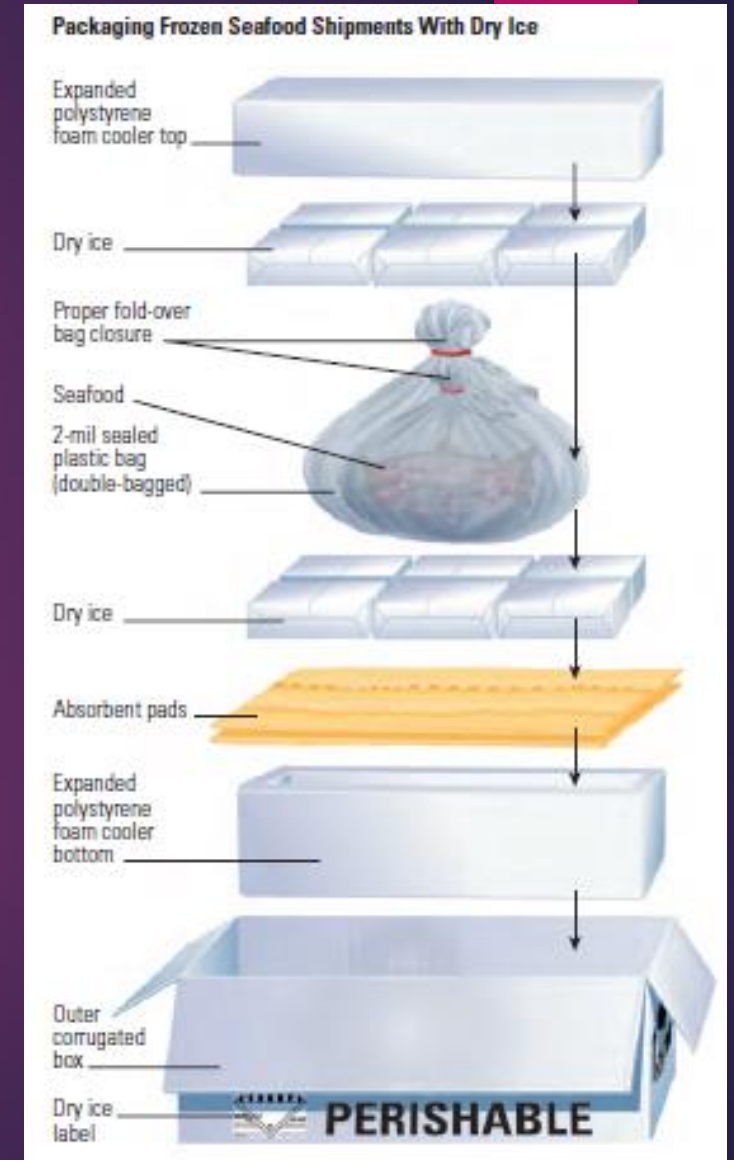
## Gel coolants are preferable to wet ice.

- Freeze the coolants according to the manufacturer's guidelines
- Precool the insulated container, if possible
- If your shipment contains liquid or perishable products that could contain liquids, double-bag the products using minimum 2-mil watertight plastic bags and line the inside of the foam container with a minimum 2-mil plastic liner and absorbent material
- Arrange products inside the insulated container, allowing space for coolants.
- Place a sufficient number of coolants on top of and around the product
- Fill all void space with dunnage such as loose fill peanuts to prevent product movement
- Close the liner bag securely
- Place the insulated container inside a corrugated outer box
- Close and securely seal the corrugated box with pressure-sensitive plastic tape. Apply the tape over all box flaps and seams



# Shipping Frozen Seafood

- Double bag seafood in minimum 2-mil plastic bags, with each bag individually sealed using the fold-over method
- Double bag ice in minimum 2-mil plastic bags, with each bag individually sealed using the fold-over method
- Line the insulated container using a minimum 2-mil watertight plastic bag
- Place adequate absorbent material such as pads, cellulose wadding or paper towels in the bottom of the foam container to absorb any liquids
- Ship via FedEx Priority Overnight service only





# Shipping Seafood (4)

## LARGE SHIPMENTS





# Shipping Seafood (5)

## LARGE SHIPMENTS – 1000'S OF POUNDS

- SPECIALIZED TRUCKING COMPANIES
- REFRIGERATED TRAILERS
- LESS THAN TRUCK LOADS (LTL) – PARTIAL LOADS
- TRUCK LOADS (TL)



# Shipping Seafood (6)

## LARGE SHIPMENTS – 1000'S OF POUNDS

- SCHEDULING SHIPMENTS
- SEVERAL STOPS AND/OR TRANSFERS BEFORE REACH DESTINATION
- COLD STORAGE
- PRICING DEPENDS ON WHAT PART OF U.S. AND RATES OF FUEL CHARGE; CAN HAVE DIFFERENT RATES FOR DIFF. PART OF STATE  
I.E. \$0.13/LB TO TENNESSEE VS. \$0.35/LB. TO SEATTLE



# Shipping Seafood (7)

## THINGS TO CONSIDER LTL AND TL:

PASS THRU TYPE OF SERVICE – FACILITY AVAILABLE? IS IT CONVENIENT? ON THE TRUCKING ROUTE?

- TRANSFER FACILITY - A PLACE WHERE SEVERAL PICK-UPS OCCUR
- AT FACILITY - EQUIP TO TAKE 18 WHEELERS
- PALLET LOADS – NEED FORKLIFT OR PALLET JACK

FROZEN VS. FRESH PRODUCT – SLOW MOVING TRUCK WITH NO TIME CRUNCH/PERISHABLES

- TRUCKING PICK-UP SCHEDULE – REGULATIONS ON HOW MANY HOURS THEY CAN DRIVE
- BUYER’S RECEIVING HOURS - OK WITH EARLY MORNING OR WEEKEND PICKUPS; WHAT IS HE WILLING TO DO TO GET HIS ORDERS?

HOW ABOUT YOUR BUYERS? DO THEY HAVE THE EQUIPMENT AND ABLE TO TAKE THE 18 WHEELERS INTO THEIR FACILITY?





LOUISIANA  
DIRECT  
SEAFOOD  
*Your Freshest Catch*

# Shipping Seafood (8)

**FROZEN – BESTWAY, RANDY TAYLOR – (251) 653-3059**

**FRESH – REFRIGERATED EXPRESS, PAT BARKER – (321) 779-3888**

**AND THERE ARE OTHERS!**



# Shipping Seafood

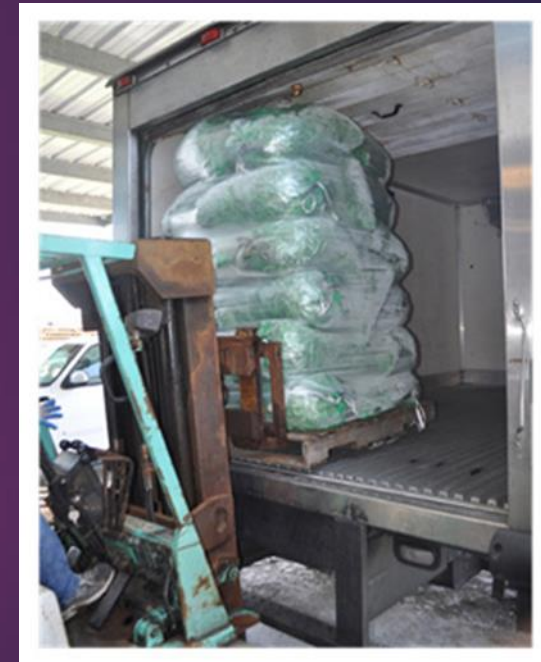
## Cold-Chain Management

- Designate a storage temperature when contracting with a transportation carrier; optimum storage temperatures for maintaining product quality are 30 to 32 F. for fresh seafood, -10 to -20 F. for frozen seafood.
- Before loading a refrigerated van or truck, be sure the refrigeration systems are running properly and have been precooled to transport temperature.
- Require temperature checks along the route, and/or consider using a monitoring device to maintain temperature.
- Time Temperature Recorder Device (TTR) and Time Temperature Indicator (TTI)
- Ask your buyer to sample core temperatures of incoming product.
- Temperature Variation – opening and closing of doors



# Shipping Seafood (9)

- Fresh seafood should be layered in ice in strong, wax-impregnated boxes, or totes with drainage holes, that can be plugged.
- Frozen seafood (other than vacuum packed) should have an ice glaze to protect against dehydration
- Metal strapping is usually preferred to plastic or tape for securing boxes.
- Make sure labeling is clear and correct to avoid misdirected shipments, causing delays in delivery.





# Q & A

## Thu Bui, LSU AgCenter LA Sea Grant & Pat Barker – Refrigerated Express

- Getting Product to Market and Getting Paid
- Best Management Practices – “What NOT to do”
- Rejection Issues & Problems
- Compliance
- Complexities

