



## DESCRIPTION

Founded in 2004, Seattle Fish Company International was created to meet the quality seafood needs of restaurants, hotels, caterers and grocers in the Midwest. We are strategically located in Kansas City, Missouri, one of only five cities located at the intersection of three major interstates. This strategic location allows us the unique capability to provide timely delivery of the finest and freshest seafood products to multiple locations throughout the Midwest, including Missouri, Kansas, Nebraska, Iowa, Oklahoma and Arkansas.

The operation of the 27,000-square-foot facility is designed after the successful model of our sister company, Seattle Fish Company, based in Denver, Colorado, and we continue the personal service of the three-generation, family-owned business established in the Rocky Mountain region in 1918 here in the Midwest. We are dedicated to providing the highest-quality seafood, and our top-of-the-line production equipment, proven information technology and high emphasis on food safety and temperature-control systems ensure that our customers are receiving premium products, no matter where they are located in our distribution area.

## HISTORY

In 1902, Mose Iacino's family came to Colorado from Grimaldi, Italy, in search of a better life. Young Mose had a mind full of ideas, an entrepreneurial spirit and an appreciation for quality seafood. And so, in 1918 at the age of 16, Mose created the Seattle Fish Company.

Mose developed a system for transporting fresh seafood to the landlocked state of Colorado. It entailed packing fresh fish in sawdust and ice and shipping the goods by railcar from Seattle. At each train stop, the ice was replenished to keep the seafood fresh. The denizens of Denver were most thankful, flocking to his stall inside his uncle's shop at 1537 Market Street downtown. Little did Mose know that he was launching a career that would last a lifetime and a company that celebrated its 90th anniversary in 2008.

Today, some fresh and frozen seafood is trucked in, but a large amount is flown into Kansas City International Airport seven days a week from American coasts and port cities from around the world. The product travels in special shipping containers that maintain the seafood in peak condition.

Mose built a thriving business on ingenuity, customer service and quality seafood. His son, Edward Iacino, carries on the tradition as Chairman and CEO, Grandson James Iacino is President and Granddaughter Chelsea Iacino is Human Resource Manager.

## COMPANY HIGHLIGHTS

### Size

- More than 25 employees work shifts around the clock, receiving and processing fish 24 hours a day, seven days a week.

### Facility

- The 27,000-square-foot Kansas City facility uses a powerful refrigeration system, a -10 degree freezer and state-of-the-art controls to maintain the proper temperature in all fish handling areas in an efficient manner.
- Proven food safety track record scoring over 95 percent two consecutive years in a row on Cook and Thurber food safety audits.

## Volume

- The company receives and processes more than two million pounds of fish each year for customers throughout the Midwest.
- Seattle Fish Company International buys seafood from the three American coasts and from countries as far away as New Zealand, Norway and Chile. We try to buy USA products whenever possible, and also sells caviar and sturgeon from as nearby as Morrison, Missouri.
- Seven trucks deliver seafood to more than 500 customers throughout the Midwest, including grocers Whole Foods and Reasor's Foods; restaurants such as Red Lobster, McCormick & Schmick's and Bonefish Grill; and specialty markets such as Community Mercantile, Cosentino's Downtown Market and Brookside Market.
- The company's product distribution is divided with 25 percent to supermarkets and 75 percent to restaurants and other food service operations.
- Centrally located in the heart of the Midwest allows Seattle Fish to distribute to more than a dozen cities spread over 6 different states, including: Columbia, Des Moines, Lincoln, Omaha, Oklahoma City, Rogers, Springfield, St. Louis, Topeka, Tulsa and Wichita.

## Environmental Practices

- Certified by the Marine Stewardship Council as an official "chain of custody" supplier of seafood certified as sustainable from catch to consumer.
- Committed to reducing its environmental footprint, the company recycles all fish scraps for animal food and byproducts.
- Seattle Fish Company International uses non-waxed recyclable boxes.
- Seattle Fish Company International supports sustainable fishing and encourages consumer awareness of endangered species.

## COMPANY AFFILIATIONS

### Industry Organizations

- National Fisheries Institute, member for more than 13 years
- Global Aquaculture Alliance, sustaining member
- Seafood Choices Alliance, member
- Ocean Trust, member, Seafood Supporter
- Marine Stewardship Council

### Chef Organizations

- Missouri Restaurant Association, member for more than five years
- American Culinary Federation – Chefs Association member

## LEADERSHIP

Edward Iacino, Chairman and Chief Executive Officer  
Scott Godke, General Manager  
Chirl Nachbar, Controller and Human Resources Director  
Jacquie Brockhoff, Regional Sales Manager - Kansas City  
Frank Dyer, Business Development Manager  
Jerry Lambert, Operations Manager

*If it swims we have it.*



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