

## SALMON FILLETS NET WEIGHT VS. GROSS WEIGHT

All of the fillets Seacore Seafood sells are Net Weight. In particular, the Canadian Salmon Fillets that we cut are 100% Net Weight. This means that the weight that appears on our invoice is exactly the weight that you receive. We do NOT use a Gross Weight system in which the entire Whole Salmon is weighed and this weight is charged to the customer.

The reason why we charge the Net Weight is that it gives the most accurate food cost to our customers. This is extremely important because this cost will allow customers to mark-up their product accordingly. For instance, if a Whole Salmon weighs 10 LBS you will get approximately 7 LBS of fillet from this Net Weight (head, bones, pin bones, scales removed). Therefore, if the cost was \$4/LB for Whole Salmon the cost in fillets would cost \$5.72/LB now ( $4/0.7=5.72$ ). Since the fillet is what is actually used, knowing this cost gives a true picture of what you are paying for the Salmon product.

Another important point when comparing prices in Salmon Fillets is from what size of fish the fillets are cut from. All of Seacore's *Housecut* Salmon fillets are cut from 10-12 LB Whole Salmon or larger. Larger Whole Salmon has a higher expense, but produces a thicker fillet excellent for portioning. As well, all of Seacore's *Housecut* Salmon Fillets are packed in poly bag liners and in styrofoam with ice in order to maintain the proper temperature and to protect the fillets from damage. This is actually a necessary step for Seacore since we are HACCP Certified and have a Quality Management Program that is certified by the Canadian Food Inspection Agency.

For further information on our #1 High Quality *Housecut* Salmon Fillets please contact our sales office.