



## AMEP CLIENT PROFILE

### *Healthy Seafood Equals Healthy Gains at R&J Seafoods*

Kasilof, AK

#### Company Profile

R&J Seafoods is a family-owned company in Kasilof, Alaska that catches, processes, packages and delivers salmon and halibut to restaurants and high-end retailers across North America. The company was founded in 1979 and employs 25 people.

#### Situation

After years of strong competition from foreign, farm-raised salmon flooding the U.S. market, R&J Seafoods decided it was time to invest in new processing equipment to make value-added products in Alaska, instead of Chile or Seattle. R&J's Operations Manager, Nate Berga, approached the Alaska Manufacturing Extension Partnership (AMEP), a NIST MEP network affiliate, for assistance with writing a grant proposal to secure a fillet machine and pin-bone removal machine.

#### Solution

Alaska MEP assisted R&J Seafoods in developing a grant to secure funding from the Alaska Fisheries Marketing Board for the new processing equipment. With installation of the new equipment, R&J's sales have grown steadily and the quality and value of their product has increased.

## Results

- Realized \$1.2 million in cost savings

## Testimonial

"Alaska MEP helped us take R&J's ideas and get them on paper in a format that was well received by the funding source. They had the skill set we needed to move our business forward."

-Nate Berga, Operations Manager

**Interested in learning more about how the Alaska Manufacturing Extension Partnership, Inc. can offer services to your growing business?**

**We are conveniently located in mid-town at 701 Sesame St., Ste. 200, Anchorage, Alaska.  
Contact us at 907.279.2637 or [info@alaskamep.org](mailto:info@alaskamep.org).**