

# The Lobster Place Streamlines

Processing, Eliminates Errors, and Improves Overall Efficiency by 30%

## Industry

Food & Beverage

## Challenge

Streamline warehouse, processing and packing

## Solution

Seasoft ERP Software

## Results

Increased processing capacity  
More accurate and efficient reporting of production yields  
Ability to manage dynamic costs and prices on over 300 fresh seafood items

Founded in 1974, The Lobster Place was among the first to bring live lobster from the docks of Maine to the New York City restaurant trade. Since then, the company has expanded, now serving a full line of fresh, live, and frozen seafood to hundreds of commercial kitchens throughout New York and the tri-state area. The company operates its own restaurants - Cull and Pistol Oyster Bar - and a retail seafood hall - Lobster Place Seafood Market - in the center of Chelsea Market.

**“Seasoft is so easy to use. My warehouse personnel quickly adopted the use of our computerized packing stations and our processing capacity grew overnight without adding a single employee.”**

Ian MacGregor, President, Lobster Place

## Challenge

The Lobster Place wanted to improve the efficiency and accuracy of their production and packing operations. They selected Seasoft to provide the following capabilities:

### Production Packing Stations

Bar code label printers, wash-down PCs, and scales improve production efficiency

### Improved Costing & Yielding

Real-time product costing and production yields help manage margins

### Centralized Data Repository

Single entry of customer information reduces errors

## Solution

Seasoft Enterprise Resource Planning (ERP) software provides a state-of-the-art seafood processing and packing solution. As sales orders are entered, packers view species and weights to be cut or packed on their workstation. Packing weights are captured from scales and recorded on the open work order, allowing for more accurate and efficient recording of production yields. The software updates quantities shipped for each customer invoice and back-office staff need only click a button to generate the invoice.



**“We can access cost information at any time, so we always know our precise margins. We’re very excited to be able to continue to work with Seasoft and the dedicated professionals who support us.”**

**Ian MacGregor, President  
The Lobster Place**

## Results

30% increase in overall efficiency.

More accurate yields and real-time costing to manage profitability.

Improved production and packing speed and accuracy.

Ready to get started?  
Contact us at [info@caisoft.com](mailto:info@caisoft.com) or learn more at [cai.com/seasoft](http://cai.com/seasoft)

