



PT. MEDAN TROPICAL CANNING
&
FROZEN INDUSTRIES



Company Profile

Primanigarta 2006
Indonesia Export Award Global Brand Developer

Year Established: 1984

Capital: US\$ 3,800,000,-

Annual Turnover :

About US\$ 16,000,000,-

Workforce:

Management Staff : 60 persons

Skilled Workers : 200 persons

Semi & Unskilled Workers : 1200 persons

Business Zone:

USA

Canada

Spain

Italy

United Kingdom

Australia

France

Beirut

Japan

Korea

South Africa

China

etc

Area:

Main Office & factory

Factory complex : 48,670 M²

Office Area : 1,100 M²

Factory building : 8,527 M²

Raw material receiving area : 560 M²

Cold storage : 1,700 Tons

Warehouse : 2,376 M²



After achieving the Best Exporter Award in 1995, our company is set to become the successful model in food processing industries.



Since our establishment in 1984, we have achieved steady growth each year. Our presence has created employment of thousand over jobs.

The success attributes entirely to our people who work as a team and whose professionalism has been proven. It is well-recognized that our people are the asset of the company.

Line of Business

In the canned division:

Tuna, Baby Clams, Shrimp, Snail Meat/Escargot, Crabmeat, Cuttlefish, Squid, Octopus, Tuna in 3 different Chilli Sauces, Fried Rice Ingredients, Clam Chowder, Clam Juice, Corned Tuna, etc.

In the frozen division:

Various Fish Fillets, Baby Clams, Snail Meat/Escargot, Cuttlefish, Squid, Octopus, Shrimp, Ribbonfish, Blue Swimming Crab, Ark/Cockle Meat, Various Fish (Silver Croaker, Yellow Croaker, Tilapia, Red Snapper, Barred/Spotted Spanish Mackerel, Purple Spotted Bigeye (Bigeye Snapper), Malabar Trevally, Yellow Stripe Trevally, Indian Mackerel, Short-Bodied Mackerel, Rainbow Runner, Torpedo Scad (Hardtail), Round Scad, Round Herring, Barracuda, Threadfin bream, Yellow Goatfish, Ponyfish, Lizardfish, Pike Conger Eel, etc.), Breaded Fish Fillet & Nugget, Frozen Vegetables, etc.

In the sushi division:

Fillet, Frozen Cuttlefish Slice/Stripe, Frozen Squid Stripe/Cross, Frozen Silver Sillago Fillet, etc.

Other Product:

Fish Meal



The goals that we set to accomplish in the next decade are:

1. **Reaching out to the buyers**
This is to see them face to face and provide the best after-sale service.
2. **Global Partnership**
This is to treat the buyers as our partners, by helping the buyers to tackle their problems and to fight the competition hand-in-hand.
3. **One-Stop Shopping**
This is to provide a wide variety of choices of food for the buyers, thus saving the time, effort and cost for the buyers.

Remarks

A Member of Gappindo (Fisheries Federation of Indonesia)

A Member of NFI (National Fisheries Institute)

Best Exporter of Non-Oil & Gas Commodities in 1995

Primaniyarta 2006 Indonesia Export Award Global Brand Developer

One of the Approved Companies by Canadian Food Inspection Agency on the Mutual Recognition of Fish and Fishery Products Inspection and Control Systems.

BONDED WAREHOUSE STATUS



CANNED BABY CLAMS

24/10 oz, drained weight : 142g
 count:
 100/200, 200/300, 300/400
 400/500 pcs/tin, free count
 1 x 20' fcl : 2,000 cases

12/28 oz, drained weight :
 400g/420g
 count:
 400/600, 600/800, 800/1000
 1000/1200 pcs/tin, free count
 1 x 20' fcl : 1,700 cases

FROZEN BABY CLAMS / WHITE CLAMS

(paphia undulata / meretrix lyrata)
 specs: Shell - off, blanched,
 2 kg block, 12 kg/ctn
 size: 300/500, 500/800, 800/1200,
 1200/1500, broken pcs/kg
 1 x 20' fcl : 12,000 kg

CANNED CRABMEAT

10-15 % leg meat / lump meat / pink meat / white meat
 24/6 oz, drained weight : 120 g 1 x 20' fcl : 3,000 cases

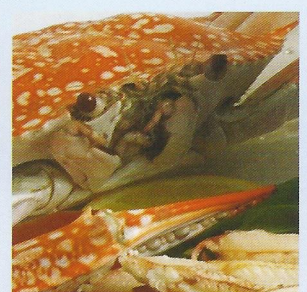
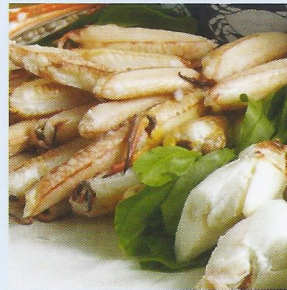
FROZEN RAW CRABMEAT (Portunus Pelagicus)

500 gr in tray, 10 trays/ctn or
 100 gr / pc, 10 pcs / inner box X 12 inner boxes / ctn

FROZEN SOFT SHELLED MUD CRAB (Scylla Serrata)

Specs: Whole round, IQF, IWP, 1 kg inner box X 6/ctn
 Size : 30/50, 50/70, 70/100, 100/up g/pc
 1 x 20' fcl : 6,000 kg

Specs : Whole cleaned (gills-off, apron-off, eyes-off). IQF,
 IWP, 1 kg / inner box X 12 inner boxes / ctn
 Size : Whole, Jumbo, Prime, Hotel, Medium, Cocktail.
 1 x 20' fcl : 5,000 kg



CANNED SHRIMP

Jumbo = max 35 pcs/tin
 Medium = 40/60 pcs/tin
 Small = 60/90 pcs/tin
 Tiny = 91/160 pcs/tin
 Cocktail = 161/220 pcs/tin
 Picnic = free count
 24/6.5 oz, drained weight : 113 g / 120 g
 1 x 20' fcl : 3,000 cases

FROZEN SHRIMP

Specs: Raw, pud, 2 kg block, 12 kg/ctn
 Size: 21/25, 26/30, 31/40, 41/50, 51/60, 61/70,
 71/90, 91/120, 100/200, 200/300, 300/500 pcs/lb
 1 x 20' fcl : 12,000 kg

FOR





CANNED CUTTLE FISH/SQUID/OCTOPUS (sepia spp.)

in oil / garlic sauce / hot sauce / curry sauce
48/185 g, drained weight : 120 g
1x20' fcl : 1,600 cases

FROZEN WHOLE ROUND CUTTLEFISH

specs:
Whole round/uncleaned, semi IQF, 4 kg X 5 / ctn
size:
u/50, 50/100, 100/150, 150/300, 300/500, 500/700, 700/1000,
1000 up g/pc
1 x 40' fcl : 25,000 kg

FROZEN WHOLE CLEANED CUTTLEFISH

specs:
Cleaned, skinless, gutted, inkless, wing-on, eye-off, beak-off,
head & tentacles skin-on, IQF(1 kg x 10 / ctn) or semi IQF (4 kg x 5
ctn)
size:
u/1, 1/2, 2/4, 5/7, 8/12, 13/20, 20/40, 40/60, 60/up pcs/kg
1 x 40' fcl : 25,000 kg



FROZEN CUTTLEFISH FILLET

specs:
skinless, IQF, 12 kg/ctn bulk pack
size : u/2, 2/4, 5/7, 8/12, 13/20, 21/30, 31/40 pcs/kg
1 x 20' fcl : 9,000 kg

FROZEN SUSHI CUTTLEFISH SLICE/STRIPE (Mongaika)

specs :
IQF, vacuum pack in foam tray, 20 pcs/tray
size : 6, 8, 10, 12, 15 g/pc
1 x 20' fcl : 7,500 kg

FROZEN SUSHI SQUID STRIPE/CROSS (Yariika)

specs :
IQF, vacuum pack in foam tray, 20 pcs/tray
size : 3x7, 3x8, 3x9 cm/pc
1 x 20' fcl : 7,500 kg



FROZEN SILVER SILLAGO FILLET (Kisu)

specs :
skinless, fillet, IQF, vacuum pack in foam tray, 20 pcs/tray
size: 4, 6, 8, 10, 12, 14 g/pc
1 x 20' fcl : 7,500 kg



FROZEN TRIGGERFISH FILLET / LEATHER JACKET FILLET (CANTHIDERMIS MACULATUS)

specs : fillet, skinless, IQF, IWP, 12 kg/ctn
size : 30/50, 50/80, 80/120, 120/150, 150/200 g/pc
1 x 40' fcl : 18,000 kg

FROZEN HEADLESS TRIGGERFISH / LEATHER JACKET

specs : headless, gutted, skinless, tail-off, IQF, 12 kg/ctn
bulk pack
size : 5/10, 10/20, 20/30, 30/40 pcs/kg
1 x 40' fcl : 18,000 kg

DRIED LEATHER JACKET FISH (KAWAHAGI MIRIN)

specs : sheet type, machine dried, ingredients added
size : 48 x 18 cm
1 x 20' fcl : 8,000 kg

FROZEN VARIOUS FISH:

Ribbonfish, Croaker, Red Snapper, Leather Jacket, Barred / Spotted Spanish Mackerel, Purple Spotted Bigeye (Bigeye Snapper), Malabar Trevally, Yellow Stripe Trevally, Indian Mackerel, Short-Bodied Mackerel, Rainbow Runner, Torpedo Scad (Hardtail), Round Scad, Round Herring, Barracuda, Threadfin bream, Yellow Goatfish, Ponyfish, Lizardfish, Pike Conger Eel, etc.



CANNED SNAIL MEAT / ESCARGOTS

48/200 g, drained weight: 125 g / 115 g
Count : 2 doz, 3 doz, free count 1 x 20' fcl : 1,600 cases

12/425 g, drained weight : 250 g
Count : 5 doz, 6 doz, free count 1 x 20' fcl : 3,200 cases

12/28 g, drained weight : 490 g / 465 g
Count : 6 doz, 7 doz, 8 doz, 10 doz, 12 doz, 14 doz
1 x 20' fcl : 1,700 cases

FROZEN SNAIL MEAT / ESCARGOTS (ACHATINA FULLICA)

specs: blanched, shell-off, black frozen, 2kg x 6/ctn
size: 3/5, 5/7, 7/9 g/pc
1 x 20' fcl : 12,000 kg



OTHER PRODUCTS

CANNED FRIED RICE INGREDIENTS

(Tuna/Seafood/Crabmeat/Salted Fish)

24/120 g EOE

1x20' fcl : 3,200 cases

Method of preparation:

Mix the contents & boiled rice of two plates in a wok and stir for three minutes, then the fried rice is ready to be served.

FROZEN SEAFOOD FRIED RICE

(Microwaveable)

BREADED FISH FILLET

250g/box, 24 boxes/case

1x20' fcl : 2,450 cases)

BREADED FISH NUGGET

250g/box, 24 boxes/case

1x20' fcl : 2,650 cases)

CRAB CAKE

Specs: Crabmeat (Lump & Special), 3 oz/pc, 6 pcs / tray / inner box, 24 trays / ctn

1x20' fcl : 4,500 kg

CANNED TUNA

(Skipjack, Yellow Fin, Tongol)

in oil/brine, solid/chunk/flake

48/170 g, drained weight : 120 g

48/185 g, drained weight : 130 g

6/66.5 oz, drained weight : 1300 g

1x20' fcl:1700 cases

1x20' fcl:1425 cases

CANNED TUNA

IN 3 DIFFERENT CHILLI SAUCES

1. Padang Curry

EOE, 24/155g, drained weight 95 g

1x20' fcl:1700 cases

2. Hot Sauce

EOE, 24/130 g, drained weight 100g

1x20' fcl:1700 cases

3. Onion Curry

EOE, 24/140 g, drained weight 105g

1x20' fcl:1700 cases



FROZEN VEGETABLES & FRUITS

(POTATO, TOMATO, CASSAVA, BUSH BEAN, GINGER, CABBAGE, CARROT, ONION, GREEN CHILLI, PINEAPPLES, RAMBUTAN, STAR FRUIT, MELON, PASSION FRUIT, COCONUT, ETC.)

Specs : small pieces / dice cut / grated / minced / slice,

IQF / semi IQF, 10 kg/ctn

1 x 20' fcl : 8,000 kg



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