



P.T. TOBA SURIMI INDUSTRIES



INITIATIVE CLAUSE SOCIALE

PT. TOBA SURIMI INDUSTRIES has been established since 1997 by a group of friends that had about twenty year experience in processing seafood. Our business lines can be divided into three divisions namely.

1. The Pasteurized Crabmeat division
2. The Sterilized Canned division
3. The Frozen division

In order to make our existence meaningful and carry out our social responsibilities since our establishment we have committed ourselves to conduct charity work each year helping the unfortunate groups of people who may be from:

1. Disabled / children with intellectual disability
2. Orphans
3. People who live in the fishing villages
4. Old or sick men who reside in the old folk homes
5. Refugees from the natural disasters

Other than the charity work, we also give ten to twelve scholarships (including pocket money) each year to our worker's children.

When we first started we only had our canned pasteurized crabmeat processing line. Few more years later, we established a new plant in Jakarta in 2004. From then onward our progress has been quite fascinating.

In 2004 – Establishing our new processing plant in Jakarta.

In 2006 early – Incorporating of the canned division.

In 2006 end – Adding the frozen division.

In 2008 – Establishing our new plant in Makassar.

In 2011 – Establishing our new division in the frozen tuna business.

In 2014 – Establishing our frozen cooked tuna loin plant in Sibolga.

In 2015 – Incorporating our new production line in tuna canning.

Over the years, our number of workers has grown rapidly to over a thousand workers working in our plant in Medan. Medan is only an hour flight from Singapore. The plants have been certified with HACCP (Hazard Analysis Critical Control Point), CTPAT approved, and own EU approval number. In 2013, we achieved A rating on BRC certification. The plants have been certified with:

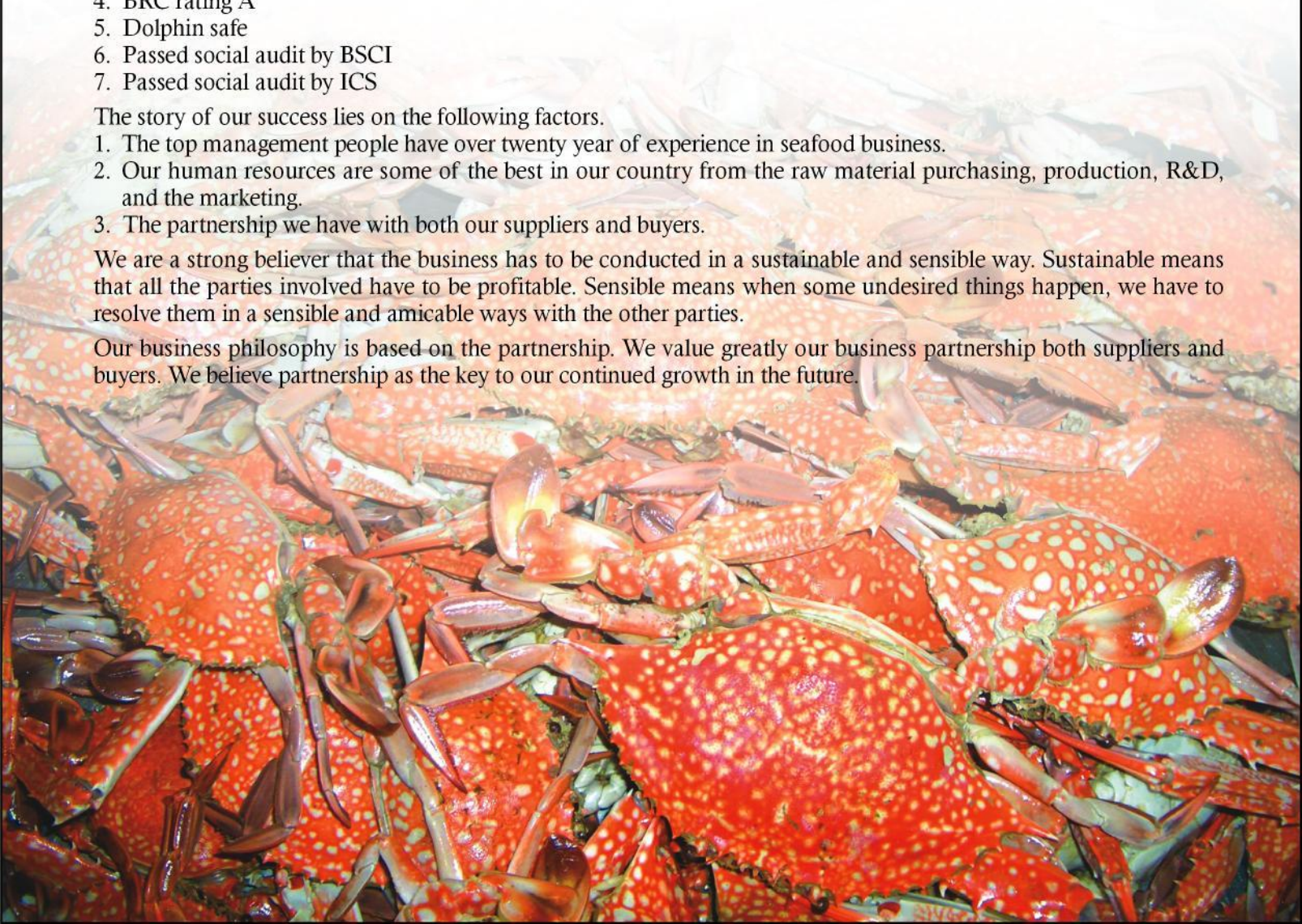
1. HACCP
2. CTPAT
3. EU approved
4. BRC rating A
5. Dolphin safe
6. Passed social audit by BSCI
7. Passed social audit by ICS

The story of our success lies on the following factors.

1. The top management people have over twenty year of experience in seafood business.
2. Our human resources are some of the best in our country from the raw material purchasing, production, R&D, and the marketing.
3. The partnership we have with both our suppliers and buyers.

We are a strong believer that the business has to be conducted in a sustainable and sensible way. Sustainable means that all the parties involved have to be profitable. Sensible means when some undesired things happen, we have to resolve them in a sensible and amicable ways with the other parties.

Our business philosophy is based on the partnership. We value greatly our business partnership both suppliers and buyers. We believe partnership as the key to our continued growth in the future.



CHILLED PASTEURIZED CRABMEAT

Our crabmeat is picked from highly selected wild caught Indonesian Blue Swimming Crab (*Portunus Pelagicus*). The crabmeat is carefully picked by our skillful workers and pasteurized before being chilled. That's why our pasteurized crabmeat tastes very similar to fresh crabmeat with longer shelf life (1 year). Our crabmeat is packed in three types of packaging with the following details:

1. 1 lb Can
packing : 12 cans/master carton
 2. 8 oz & 16 oz plastic tub
packing : 12 tubs/master carton
 3. 1 lb plastic pouch
packing : 12 pouches/master carton
- Quantity/reefer container : 24,000 lbs/20'
38,000 lbs/40'

GRADES :

The Jumbo Lump

Whole unbroken meat taken from the muscle adjoining the swimming legs of the crab, considered the tastiest part of all the meat.



The Super Lump or All Lump

Whole unbroken lump meat picked from the body, packed beautifully in flower (round) shape.



The Lump

Delicious taste of chunky meat picked from the body of the crab.

The Special

Shredded white meat with full crab flavor and sweetness one of the most favorite meat in our assortment.



The Claw

Claw and leg meat, with whole claw and legs packed on the top of the can, and shredded leg meat in between.

The Claw Fingers or Cocktail Claw

Tasty whole claw only, with part of the shell removed, packed 12 oz each can.



Microbiology Analysis & Antibiotic Analysis



In the production area, crabmeat picking section



In the production area, crabmeat filling section



Product stuffing into refer container



FROZEN SEAFOOD PRODUCTS

FROZEN YELLOWFIN TUNA (*Thunnus albacares*)

Fresh cut, Frozen cut

CO Treated, Non CO treated



TUNA SAKU

Packing : IVP, 1 pc/vacuum bag,
10 lbs/master carton

Size : 15-20 x 5- 8 x 2-3 cm
15-20 x 8-10 x 2-3 cm
15-20 x 10-12 x 2-3 cm



TUNA STEAK

Packing : IVP, 1pc/vacuum bag,
10 lbs/master carton

Size : 4 oz/pc
6 oz/pc
8 oz/pc
10 oz/pc
12 oz/pc



TUNA CUBE

Packing : IVP, 1 lb/vacuum bag,
10/master carton

Size : 2-3 cm x 2-3 cm x 2-3 cm
1-2 cm x 1-2 cm x 1-2 cm

FROZEN CEPHALOPODS



FROZEN GIANT OCTOPUS

Specs : IQF, Cleaned (Eyes off, beak off, ink sack removed) & Gutted, Flower shape

Packing : 10 kgs/master carton

Size : 300 - 500 g/pc
500 - 1000 g/pc
1000 - 2000 g/pc
2000 - 3000 g/pc
3000 g/pc up



FROZEN SQUID TUBES & TENTACLES

Species : *Loligo chinensis*

Specs : IQF/BQF, Whole cleaned (Skinless, Wings On, Gutted, Eyes Off, Teeth Off)

Packing: 10 kg/master carton

Size : 20/40 pcs/kg
10/20 pcs/kg
U/10 pcs/kg
U/5 pcs/kg
U/3 pcs/kg



FROZEN SQUID RING

Specs : IQF, Raw or Cooked, Cleaned, Cut

Packing : 1 kg/bag x 10/master carton



FROZEN BABY OCTOPUS

Species : *Octopus membranaceus*

Specs : IQF/BQF, Cleaned (eyes & teeth off, gutted)

Packing: 1 x 10 kg/carton or 2 kg/block

Size : U/10 pcs/kg 40/60 pcs/kg
10/20 pcs/kg 60 up pcs/kg
20/40 pcs/kg



FROZEN WHOLE COOKED MANTIS SHRIMP

Spec : IQF, Whole (shell on, head on),
Cooked, vacuum pack
Packing: 160g/pack x 30/master carton
Size : Large (>12 cm length)
Medium (10-12 cm length)
Small (<10 cm length)



FROZEN COOKED MANTIS SHRIMP MEAT

Species : Harpiosquilla Raphidea
Specs : IQF, Cooked, Cleaned, Vacuum packed
Packing: 160g/pack x 30/master carton
Size : Large (>9 cm length)
Medium (7-9 cm length)
Small (<7 cm length)



FROZEN SHREDDED MEAT MANTIS SHRIMP

Species : Harpiosquilla Raphidea
Specs : Cooked, Cleaned, Vacuum packed
Packing: 200g/pack x 30/master carton



FROZEN COOKED WHITE CLAM
"Sweet taste and virtually sand free"

WHOLE CLAM
Specs : IQF, Cleaned, Cooked, Whole
Packing : 1 lb/vacuum bag x 10 bags/carton
Size : 6 - 10 pcs/lb
11 - 16 pcs/lb
17 - 22 pcs/lb
23 - 30 pcs/lb

HALF SHELL CLAM
Specs : IQF, Cleaned, Cooked, Half Shell
Packing : 1 lb/vacuum bag x 10 bags/carton
Size : 8 - 12 pcs/lb
13 - 18 pcs/lb
28 - 33 pcs/lb



FROZEN WHOLE COOKED CRAYFISH

Species : Cherax Quadricarinatus
 Specs : IQF, Whole cooked, Vacuum packed
 Packing: 500g/pouch x 20/master carton
 Size : 65 g/pc up
 45 - 65 g/pc



FROZEN COOKED CRAYFISH MEAT

Species : Cherax Quadricarinatus
 Specs : Cooked, Cleaned, Tail meat, Vacuum packed
 Packing:
 340g/bag x 30/master carton (10,2 kg/carton)
 Size : 21 - 35 g/pc 5 - 12 g/pc
 13 - 20 g/pc



FROZEN PARROT FISH

Species : Scarus spp
 Specs : IQF, IWP, Whole, Guttled, Gilled, Scalled
 Packing: 10 kg/master carton
 Size : 300 - 500 g/pc 2000 - 3000 g/pc
 500 - 1000 g/pc 3000 up g/pc
 1000 - 2000 g/pc



FROZEN TUNA CABBAGE ROLL

Specs : IQF, Cooked, Vacuum packed
 Packing: 1 kg/bag x 12/master carton
 Size : 25 g/pc (40 pcs/bag)
 50 g/pc (20 pcs/bag)



FROZEN SHRIMP CABBAGE POUCH

Specs : IQF, Cooked
 Packing: 50 pcs/bag x 10/master carton
 Size : 20 - 23 g/pc



FROZEN FISH SAUSAGE

Specs : IQF, Vacuum pack
 Packaging: 1 kg/bag x 12/master carton
 Size : 32 - 40 g/pc (28 pcs/vacuum bag)
 Diameter : 20, 22, 24



FROZEN SOFT SHELL CRAB

Spec: IQF, IWP, Whole Round/ Whole Cleaned
 (eyes off, mouth off, gills off, apron off)

Packing:

1 kg/inner box, 12 inner boxes/master carton

Size/Count:

- Super Whales (8 pcs/inner box)
- Whales (9 pcs/inner box)
- Jumbos (12 pcs/inner box)
- Primes (14 pcs/inner box)
- Hotels (18 pcs/inner box)
- Mediums (24 pcs/inner box)



FROZEN RAW CRABMEAT PORTION

Spec: IQF, IWP

Size & Packing:

50 g x 20 portions/inner box,

6 inner boxes/master carton,

20 crab shells packed separately/inner box



FROZEN STUFFED CRABMEAT

Spec: IQF, IWP

Size & Packing:

30 g x 34/inner box

40 g x 25/inner box

50 g x 20/inner box

70 g x 15/inner box



CRAB CAKES

Grade : Jumbo Lump, Lump, Special, Claw

Packing : 2 pcs/vacuum pack x 4/inner box,

10 inner boxes/master carton

Size : 2 oz/pc

CANNED SEAFOOD PRODUCTS



SHRIMP

Medium, Small, Tiny, Cocktail, Picnic
 24/3.5 oz, drained weight: 60 g
 Quantity : 5500 cases in 20' Container
 24/6 oz, drained weight: 100 g
 Quantity : 3200 cases in 20' Container
 24/6 oz, drained weight: 113 g
 24/6.5 oz, drained weight: 120 g
 Quantity : 3000 cases in 20' Container



CUTTLEFISH

In Oil / Hot Sauce/ Garlic Oil
 24/6.5 oz, drained weight: 120 g
 Packing : 24 tins/case
 Quantity : 3000 cases in 20' Container



**CANNED TUNA
(CHUNK, FLAKES, SHREDDED)**

In Brine/Soybean Oil/Sunflower Oil

48/5.5 oz, drained weight: 112 g

48/6 oz, drained weight : 120 g

Quantity: 1,800 cases in 20' Container

48/6.5 oz, drained weight: 130 g

Quantity: 1,700 cases in 20' Container



CANNED TUNA IN CURRY

48/5.5 oz, net weight: 160 g

Quantity: 1,800 cases in 20' Container



CANNED TUNA IN GREEN CHILI

48/5 oz, net weight: 140 g

Quantity: 1,800 cases in 20' Container



CANNED TUNA IN RED CHILI

48/5 oz, net weight: 140 g

Quantity: 1,800 cases in 20' Container



STUFFED SQUID

In Oil / Hot Sauce / Natural Ink
 24/6.5 oz, drained weight: 120 g
 Packing : 24 tins/ case
 Quantity : 3000 cases in 20' Container



BABY CLAMS

Normal / Yellow Clams
 24/10 oz, drained weight: 140 g
 Quantity: 2200 cases in 20' Container
 12/28 oz, drained weight: 400 g
 Quantity: 1700 cases in 20' Container



CLAM JUICE

In glass jar, 12/8 oz per case
 Quantity : 2500 cases in 20' Container
 In metal can, 6/46 oz per case
 Quantity : 1700 cases in 20' Container



SEAFOOD COCKTAIL

24/6.5 oz, drained weight: 120 g
 Quantity : 3000 cases in 20' Container



WHITE CRABMEAT

24/3.5 oz, drained weight: 60 g
Quantity : 5500 cases in 20' Container
24/6.5 oz, drained weight: 120 g
Quantity : 3000 cases in 20' Container



PINK CRABMEAT

24/3.5 oz, drained weight: 60 g
Quantity : 5500 cases in 20' Container
24/6.5 oz, drained weight: 120 g
Quantity : 3000 cases in 20' Container



TUNA BREAD SPREAD

24/85 g net weight in EOE lid can
Quantity : 5500 cases in 20' Container



FISH HAM

24/210 g net weight in EOE lid can
Quantity : 3000 cases in 20' Container

COMPANY PROFILE

Company name : **PT. TOBA SURIMI INDUSTRIES**

Head Office : **Jalan Pulau Pinang 2, Kawasan Industri Medan II
Saentis - Deli Serdang, Medan 20371
Sumatera Utara, Indonesia**

Year of Establishment : **1997**

Capital : **US\$ 1 Million**

Contact Persons : **Mr. Gindra Tardy (Marketing Director)
Ms. Misnani Wijaya (Marketing Manager)
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gindra@indosat.net.id
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<http://www.sea-ex.com/tobasurimi>**

Workforce : **Management & Staff : 75 persons
Skilled Workers : 100 persons
Semi & Unskilled Workers : 800 persons**

Area : **Main office & factory
Factory complex : 12,056 Meter²
Office area : 552 Meter²
Factory Building & Warehouse : 2,024 Meter²**

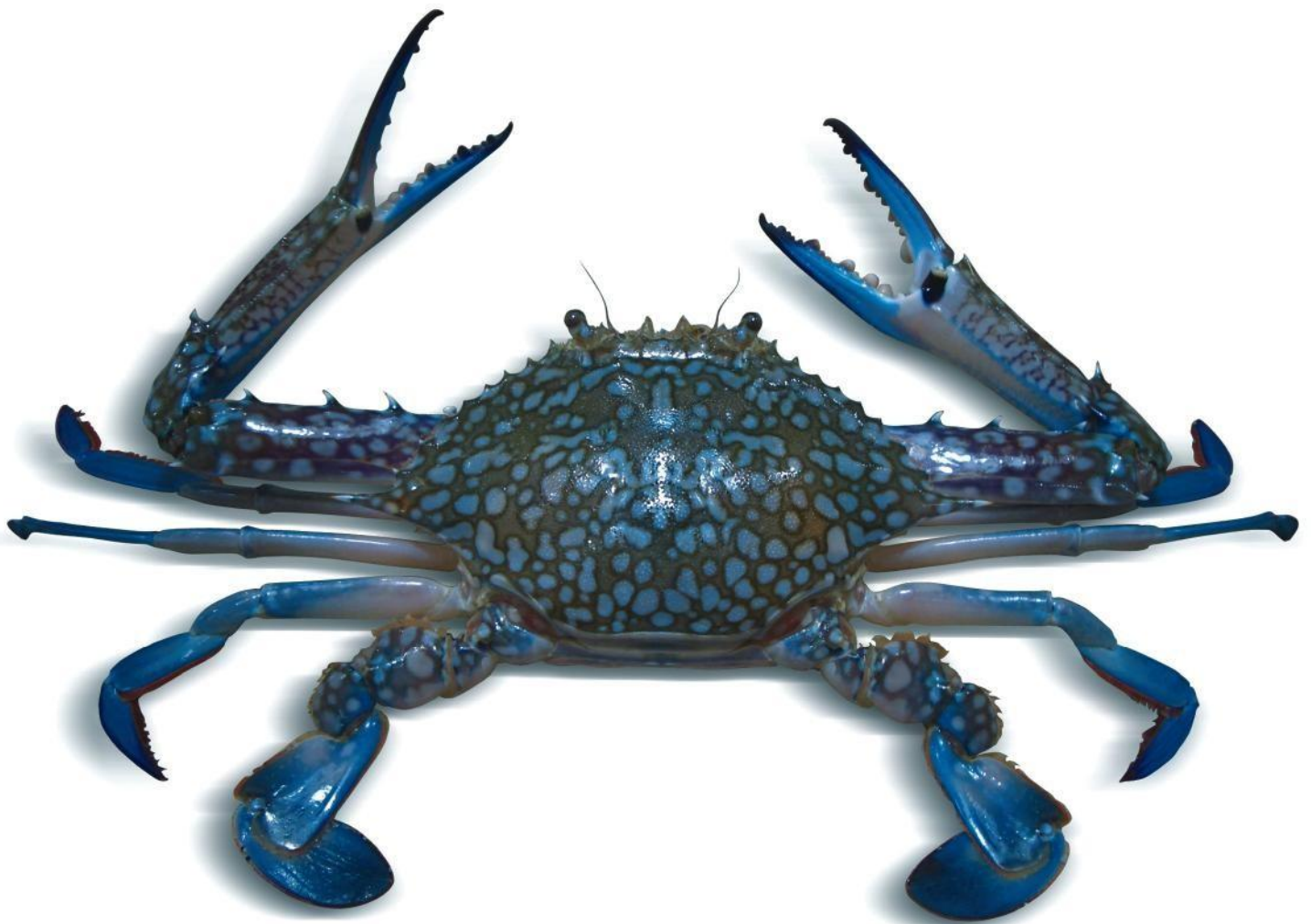
Annual Turnover : **About US\$ 24 Million**

Line of Business : **Pasteurized Crabmeat
Canned & Frozen Seafood**

Main Market : **United States, European Community, Japan, Hongkong, and Singapore**

Processing Certificates : **BRC Certified
HACCP Certified
EU # 343.02 B/C
CND.B/C-003-02
RR.B/C-030-02**

Remarks : **Bonded Warehouse Status**



Office / Factory :

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