

20-PLUS YEARS IN THE FRESH

More than 20 unbroken years in the trade have made Landshandilin an expert in fresh products—thousands of tonnes of salmon, saithe, redfish and monkfish are annually shipped to markets across the world.



Landshandilin

PO Box 17, FO-110 Tórshavn

www.landshandilin.fo

E-Mail: lanhan@post.olivant.fo

Tel.: +298 311 385

Fax: +298 313 556

Managing owners:

Finn Rasmussen — Sales Director

Niclas Rasmussen — Finance Director

Independent trading company.

Main species — fresh: Atlantic salmon, Arctic char, saithe (coley/Boston bluefish), redfish (ocean perch) monkfish, turbot, halibut. Frozen: Atlantic salmon, silver smelt. Wet salted: saithe.

Export markets: USA, Europe, Russia.

Landshandilin managing partners, Niclas Rasmussen, left, and Finn Rasmussen; farmed Atlantic salmon (below).

OVER MORE THAN a decade, seafood trader Landshandilin has built a strong position as a specialist supplier of fresh fish from the Faroe Islands. Shipments of mostly fresh whole salmon, fillets of saithe, redfish, and monkfish tails are sent weekly to overseas fish markets.

Placing special emphasis on product quality and delivery reliability, Landshandilin has built a loyal customer base in Europe, Russia, and North America, says managing owner and director of sales Finn Rasmussen.

A combination of market expertise and independence in relation to sourcing partners has helped Landshandilin develop an effective system for managing sales, procurements and logistics, according to Mr Rasmussen. “It’s about getting exactly what the client needs and we can do that because we’re able to coordinate the best from selected sources on the right terms—we offer the best combina-

tion of uncompromising product quality and the right product specifications, and we do it on time and on budget.”

Landshandilin also offers frozen and salted seafood but fresh represents the bulk of the business.

“When it comes to fresh fish, we have developed specific routines in order to ensure maximum freshness,” Mr Rasmussen said. “In the same way, we meet stringent quality standards with regard to frozen and salted products.”

The ability to meet the exact requirements of the customer and deliver on target is crucial for Landshandilin, he added.

“Because we know the industry very well and cooperate with many vessel owners and seafood processors, we also have the advantage of being able to respond quickly and precisely to the requests of our customers.”

Those requests can vary a great deal—from the odd species ordered, to

the special request with regard to size, weight, or quantity.

“Each customer is unique and each market has its own characteristics. We are well experienced in serving many Western, Central and Southern European markets as well as the United States and Russia and in the last few years other markets have also joined the list.

The range of products from Landshandilin comprises both farmed—notably salmon—and wild fish, all from sustainable, responsibly managed sources.

“Every piece of fish we offer comes from a completely sustainable source. Where it’s not farmed, it’s fished in some of the world’s richest waters where these resources abound and harvesting is managed rigorously.”

