



Landshandilin

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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.

BUOYANT TRADER KEEPS FRESH FISH A-COMING

Landshandilin has long worked with vessel owners and seafood processors in the Faroe Islands and now the UK as well, to send tonnes of fresh produce to international clients — every week in the last 25 years.

WHEN IT comes to fresh seafood sourced from the northeast Atlantic, specialist trader Landshandilin has long delivered thousands of tonnes per year to markets around the world. Sourcing its produce from the Faroe Islands, and lately also from the United Kingdom, Landshandilin has been sending whole Atlantic salmon, fillets of saithe, redfish, and monkfish tails to overseas clients every week for 25 years.

According to managing partner and sales director Finn Rasmussen, shipments have been growing with sourcing partners in the UK recently joining in to help increase Landshandilin's supply base.

"We've always placed heavy emphasis on delivery speed and reliability and a healthy dose of flexibility," Mr. Rasmussen said. "Not long ago we needed to improve our capability to handle more frequent orders and therefore started working with suppliers in the UK to complement our

Faroese and Icelandic sourcing channels. The results have been encouraging."

While most of Landshandilin's clients come from Europe, Africa, the United States, and Russia, the company trades with all parts of the world.

"Most of our clients are very loyal and have been with for a long time" Mr. Rasmussen said.

"Everyone is unique so it's important for us to be always responsive and willing to go the extra mile to satisfy their needs in the best possible way."



With its vast experience and extensive expertise, Landshandilin is known to be strong in managing sales, procurements, and logistics. As an independent trader able to maintain good working relationships with a large number of source suppliers, the company has developed effective methods of coordinating deals on the right terms, said managing partner and finance director Niclas Rasmussen.

"We're well known in the industry and we work closely with fish processors, operators of fishing vessels, and fish farmers to secure the best quality and price. Because of that we're able to respond quickly and precisely to customers' requests, meet their specifications, and deliver on target."

Mr. Rasmussen added that all products from Landshandilin originate from sustainable and responsibly managed resources in the North Atlantic.

"We get our seafood from waters that are among the cleanest and richest in the world," he said. "Fisheries and aquaculture are rigorously regulated here."

Left to right, managing partners Niclas and Finn Rasmussen (above); Atlantic salmon (left).