



May 2020

# FISH TALES

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A Samuels Seafood Magazine

  
openblue  
**Cobia**



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**Open Blue Cobia** - From Restaurant to Home, from Sashimi to the Grill it's the Perfect Fish!

**In The News:** Nations Food Service Community Comes Together in the Face of Adversity

**In the Current:** Food for Thought...



# Thank You



Left to Right Sammy D'Angelo, Suzi Kim, Yong Kim

Thank you for being our valued customers then, now and forever. Seriously...thank you!

Things have changed quickly and drastically within the past several weeks. One silver lining is that we are in this together. It's no secret the food industry is a unique one. It is built upon love of labor and genuinely dedicated individuals who know the meaning of perseverance. Considering the closing of restaurant doors, suspension of dine-in services and chaotic retail shopping, if there's one industry that can get through this, it's ours. We've seen the strength and heart you all have, and we are thankful to have you as customers. As friends.

While Samuels was founded on customer service and the relationships we have with our customers, the past several weeks proved these values even more so. During the COVID-19 pandemic, we've seen your love on our social media pages, we've felt your love over the phone, as you visit us in Giuseppe's Market and place your home order deliveries. We deeply appreciate the business and relationships. We also are so proud of your strong will and warm hearts. While all the good deeds throughout our friends and customers are too long to list in this article, let's look at a few.

Nok Suntaranon Chef/Owner of Kayala, a Thai Restaurant in South Philadelphia, has been offering free meals to restaurant staff workers along with serving customers take-out meals, still allowed by the City of Philadelphia. #SavePhillyEats is a recently launched website with the likes of many top Philly chefs including Poi Dog's Kiki Aranita in which chefs are raising money for the city's restaurant scene. Let's keep in mind the petition sent to the federal government by dozens of Philly's finest chefs. The love is everywhere.

Borgata Resort and Casino, Atlantic City has donated over 31,000 pounds of food to the Boys & Girls

Club of Atlantic City and The Community Food Bank of New Jersey. Borgata parent company, MGM Resorts International has also donated more than 300,000 pounds of food to Three Square Food Bank, which has more than 40 emergency food distribution sites around Las Vegas.

Chefs in Orlando Florida have worked toward providing "quarantine packs," and some are initiating delivery services to the elderly. There are plenty of initiatives in Pittsburgh such as The Greater Pittsburgh Restaurant Workers Mutual Aid on Facebook, a resource that helps restaurant workers seek financial or health related assistance. Chefs in New York City, the hardest hit area of the country, are offering high end auctions to support their staff. We are so thankful to have customers that face adversity like this.

The fishing industry, also hard hit by the pandemic, is giving graciously. Seashare, a non-profit founded in 1994 to help the seafood industry donate to hunger-relief efforts in the United States has collaborated with US Wild Alaska Pollock producers to donate two million servings of Seafood to Food Banks. We always value the relationships with the hardworking watermen that are the lifeblood of our supply line.

Samuels is here for you. Our doors are still open, and we are safely making deliveries. In addition, our Sales Agents have been doing an outstanding job proving they are the best in the business, they are the quality fishmongers you deserve. And they continue to stay in touch with you, our friends, throughout these challenging times. While there may be some idle times on your hands, let your Sales Agent know if you would like a free sample to experiment with in the kitchen, we are happy to hook you up. What more to brighten up a day then some delicious seafood?

Thank you then, now and forever.

## Employees of the Month



(L to R) Brian Taimanglo, Frank Alberti

Frank Alberti our February Employee of the Month started his career at Ippolito's Seafood before working up to Chief Journeyman in the Cutting Room. He over looks our Tuna program while coaching Fish Cutters, Purchasers and Sales. Frank is motivated and reliable, and always does a great job.

Brian Taimanglo is our March EOM. Brian has grown into a very successful and creative Sales Agent assisting in our new Family Packs program and home delivery service. His willingness to jump in wherever he can to help shows his team player attitude.

## FISH TALES Magazine

**Edward O'Donnell**  
Editor in Chief  
Advertising Sales

**Joseph Lasprogata**  
Creative Editor

**Chefs Corner**  
Chef Anne Coll  
Chef Tony Clark

**Lead Writer**  
William Bradford

**Photography**  
Paul Stamegna

**Editorial:**  
William Bradford  
Joseph Mintzer

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# Open Blue Cobia – Open Ocean Raised. Natural. Sustainable



Eight miles off the shore of the beautiful Panama coast, you will find our farming operations fully submerged at depths of 90-130 feet. This is where we sustainably raise Open Blue Cobia, who are native to the pristine natural environment. Open Blue is a world leader in raising fish in the open ocean from eggs hatched by our broodstock. We raise our cobia fish from eggs in a beachfront nursery and as fingerlings, they are moved into seastations into the clean deep open ocean.

Determined to create the most innovative and sustainable operation possible, Open Blue selected the Caribbean coastal waters of Panama as an ideal location and Cobia as the perfect fish to feed a growing world – a fish with great flavor and texture, rich in Omega-3 and a minimal environmental footprint.

In 2007, Open Blue realized its vision for an offshore operation, and began a quest for the best location, advanced processes, and most natural environment to raise “the perfect fish”.

Then and now, Open Blue’s vision is to feed the world in a better way. Consumers around the world have been introduced to a new type of sustainably raised seafood. Open Blue has pioneered free range aquaculture in our commitment to provide healthy fish in a healthy environment for healthy people and healthy communities. Our method allows that our fish have ample room to swim and stay vigorous and healthy in an open ocean environment. Being sustainable means being raised and harvested in a humane way, not depleting fish stocks or harming the ecosystem. Open Blue is proud that environmental impact studies have shown minimal impact to our environment and increased biodiversity in the Caribbean ocean where our fish are nurtured.

With our Oceans First open ocean approach, Open Blue has continued to improve on innovative methods in free-range aquaculture to responsibly nurture our cobia in their native deep water open ocean habitat. Our meticulous stewardship from hatchery to maturity, including stringent multi-stage inspections, means healthy, succulent fish and increased biodiversity in the surrounding sea. Open Blue is dedicated to leading the world towards healthier living, from healthy fish to healthy environments, from healthy people to healthy communities.

## Product Information

### Open Blue Cobia Loin Portions

The ongoing commitment of Open Blue to provide the best tasting, nutritious tropical white fish, responsibly and sustainably nurtured in the open ocean has resulted in our premium, sashimi quality IVP deep frozen at source, boneless and skinless cobia loin portions.

Cooked Open Blue Cobia loins have a delicate fresh aroma, rich succulent taste and a velvety texture with a large firm white flake. The high healthy Omega-3 fish oil content keeps the fish moist for many cooking styles.

Raw Open Blue Cobia loins are an attractive pearly white and pink in color, have a fresh salty aroma, can be consistently cut in slices as thin as 1/8 inch and have a delicate mild flavor with a medium firm mouth feel.

Cobia portions have delicious culinary versatility either cooked or raw. Cobia is often compared to Sea Bass, Black Cod and Halibut and can be used interchangeably with many white fish species in an incredible range of recipes and culinary styles for incredible range of use. Our sashimi quality, nutritious, heart healthy, additive free and succulent sashimi quality cobia loins offer 100% yield, zero waste, a low carbon footprint, 24 month stable shelf life, better than fresh freshness preservation, minimal packaging, extraordinary culinary versatility for both the home chef and hospitality as well as exceptional ease of use. Loins can be defrosted or cooked from frozen or can be cooked sous vide style in their IVP packaging.

Open Blue Cobia deep frozen products are additive free, sashimi quality in addition to being Kosher and Halal certified. They are awarded the highest sustainability and traceability standards in the world including Four Star Best Aquaculture Practices, Aquaculture Stewardship Council (ASC), Friend of the Sea, Global GAP, BRC, ISO 9001 and Seafood Watch.

Open Blue Cobia are vertically integrated from egg to ocean to plate providing chefs & restaurants a year-round supply of traceable award winning, sashimi quality healthy whitefish. Chefs love the culinary versatility of Open Blue Cobia as the product can be used in raw sashimi, crudo, poke, sushi applications with slices as thin as 3-4 mm OR grilled, steamed, fried, smoked, baked without drying out due to an excellent high healthy oil content.

Open Blue Cobia is truly the fish for our future. Talk to your Samuels Agent about making the future today. Available frozen in a variety of cuts.





# Food For Thought... *Let's Look Ahead to Brighter and Exciting Times Headed Our Way!*

By Willian Bradford



Communitive, exciting, and ever-changing are three great ways to describe food culture. At Samuels, we celebrate all of these aspects along with...seasonality. While the food service industry is facing the toughest time in modern history, we will rebound. This rebound will hopefully put us right in time for some of the most exhilarating seasons of the year.

On March 14th, the 2020 Pacific Halibut season started and we love seeing steady shipments of the biggest flatfish in the sea. Because this fishery is closely monitored to ensure the stability of Pacific Halibut stocks, quotas are carefully set each year and the season concludes on November 15th. Caught in the Gulf of Alaska, Wild Alaska Halibut makes for a supreme grilled dish.

Halibut gives way to Wild Alaska Salmon. Many of our Wild Alaska Salmon are caught in the epic, Copper River as they are returning from the sea to fresh water to spawn. Because the Copper River is 300 miles of cold water turbulence, the Salmon must build up enough muscle and fat to make it to their destination. The first Wild Pacific Salmon we see at our docks are Wild Alaska King Salmon, which is the largest Wild King Salmon fishery in the world. Also known as Chinook Salmon, King Salmon are the largest species of Pacific Salmon with the highest amount of omega 3 fatty acids. Shortly after King Salmon, we begin celebrating the arrival of Wild Alaska Sockeye Salmon. Even a novice can distinguish Wild Sockeye Salmon by its alluring and robust red colored meat. And finally, Wild Alaska Coho Salmon. Coho have a perfect medium size, firm texture and fat content. Wild Alaska Coho Salmon are definitely an undiscovered gem to many. Samuels generally begin bringing in Wild Alaska Salmon sometime in the Spring. The season peaks around June, July and August and last until late September. So get ready now!

Fishermen and foodies can both agree that exotic and wild produce

can make any plate or Instagram story come alive. Many of our wild produce options are picked by foragers in the Pacific Northwest. Stinging Nettle is a fascinating addition to our extensive produce list. They are found all over the world. No matter where you are...always wear gloves when you handle them as they have sharp, stinging tiny hairs on the leaves. Once cooked, there is no stinging and the taste has a fresh, spinach flavor. Morels are also a chef favorite. They are actually more closely related to a truffle than a mushroom and are tough to find, however, foragers agree the find is worth the search. They have a unique, nutty and earthy flavor that comes alive when sautéed. Finally, the coveted Ramp. Wild Ramps are foraged all over Canada and the US. They grow at different locations during different times of the season, and Samuels follows them. With an onion and garlic flavor, Ramps are irresistible. They truly are asked about non-stop when May arrives. Keep your eyes open for our shipments of Wild Ramps.

Soft Shell Crab season is the unofficial beginning of Spring in the seafood industry. In the Spring, Soft Shell Crabs begin their season of growing out of their shell and developing a new shell. The process is called molting. Once they shed their old shell, their newer shell is still very soft, which means the Crab can be eaten whole when cooked. It's a delicate process that includes watermen going out for crabs that are beginning to shed, also known as "peelers." Once caught, they observe these Crabs in tanks until they begin to shed their old skin before quickly removing them from the tanks to stop the outer shell from firming up too quickly. The result is a delight, sautéed, fried or in a sandwich, welcome Spring with Soft Shell Crabs.

Resilience is a strength in the food industry, once we all rise from the past difficult months we've endured, we hope to be welcomed by the brightest seafood season of the year. From Halibut to Ramps to Soft Shell Crabs, we can't wait to get cooking!



# Open Blue Cobia – The Perfect Fish for Every Application.

*From Restaurant to Home, Grilling, Sautéing and Sashimi its Delish in Each Preparation.*



## Chefs Corner



**Chef Anne Coll**

Questions or Comments?

Chef Anne will be happy to assist.

800-580-5810 x6555

[AnneC@SamuelsSeafood.com](mailto:AnneC@SamuelsSeafood.com)

*By Chef Anne Coll*

Spring has finally sprung.... This resurgence of birds and other wildlife, emerging flowers, and budding trees give us hope in this tumultuous time. The Spring produce is coming to our local markets and grocery stores. Foragers are picking ramps, morels, fiddle heads, stinging nettles, and watercress from our forests floors and babbling brooks. This is a great time of reflection, renewal, and rebirth for many. At a time like this, it is important to nourish our bodies with foods that make our bodies strong, have great health benefits, and most importantly, taste delicious. Fish is an important protein that is lean, delicious, and filled with nutrients such as omega 3. One such fish is Open Blue Cobia which comes from the pristine waters off the coast of Panama.

Open Blue Cobia is a great example of aquaculture in the Americas. Open Blue Cobia is raised in the tranquil waters off the coast of Panama. The end result is a delicious and clean tasting fish that is so versatile to prepare. This succulent fish pairs with many different flavor profiles and preparations. Whether it is raw, grilled, roasted, steamed, or pan seared it is a great addition to anyone's table. Open Blue Cobia also supplies one with an abundance of nutrition for one's health. Open Blue Cobia is very high in omega 3's, which makes it a perfect choice for keeping one healthy. It also has a great shelf life and stores very well in the freezer, making one's choices for dinner or lunch even more exciting and healthy.

One of my favorite ways to enjoy Open Blue Cobia is sliced sashimi

style. All it needs is just a drizzle of Santa Ines Extra Virgin Olive Oil, a splash of soy, a little chili, sea salt and a squeeze of lemon. This simplistic way of eating Open Blue Cobia allows you to experience the clean ocean flavor of the Cobia. I also enjoy thinly sliced Open Blue Cobia bathed in aqua chili with avocado, shaved radish, citrus segments, radish sprouts and garnished with crispy shrimp crackers. This is a great Spring dish that is light, refreshing, and simple to prepare for any guest dining at your table.

The versatility of Open Blue Cobia makes it a great center of the plate choice. With the weather getting warmer, Open Blue Cobia is great grilled over an open flame. Open Blue Cobia stays nice and moist during the grilling process and goes well with any marinade, rub, or even BBQ. I do find simplicity sometimes lends itself best to clean and bright flavors. A simple drizzle of Santa Ines Extra Virgin Olive Oil, fresh Spring thyme, roasted garlic, lemon zest, sea salt and fresh cracked pepper elevate the Cobia to the next level. Grilled Spring vegetables, roasted mushrooms, and a fresh herb sauce round out this dish to make it a crowd pleaser for any occasion.

Open Blue Cobia is a versatile fish for any occasion. It is a fish that can be prepared in a variety of different styles with an abundance of flavor profiles from all over the globe. The high level of omega 3's make it a great addition to any healthy lifestyle. Open Cobia is a wonderful choice to compliment any restaurant or home chef's repertoire. Bon Appetit!





## MONTHLY SPECIALS

Call your Sales Agent to place an order today!

**Sale Dates: May 1st - 31st**

\*Special Pricing is Reserved for Current Samuels Account Holders and Giuseppe's 7 Fish Club Members Only.

\*Price and Availability Subject to Change.

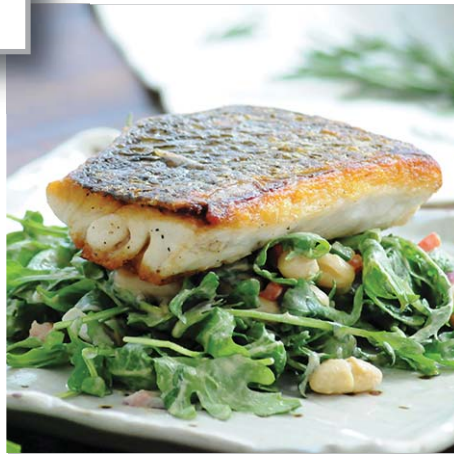
\*Additional Freight and Delivery Charges may Apply –

Please Consult with Your Samuels Agent for More Information.

**SamuelsSeafood.com**



**CANADIAN COLDWATER LOBSTER TAILS** - Jumbo 8-10 oz Tails Caught in the North Atlantic. Frozen 10 lb Case.  
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**11.99 lb**



**RAFOLS BACCALA CARPACCIO** - Sliced, Desalted, Ready to Prepare! Frozen 7 lb Case. 100% Useable  
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**STRIPED BASS FOR SUSHI**  
USA Aquaculture Raised  
3-4 lb Extra Jumbo Size  
Whole Fish: **\$6.99/lb**  
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**CANTERBURY CURE SMOKED SALMON** - Cold-Smoked. Hand-Sliced, 3-4 lb Fresh Sides.  
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Sold in 2 oz Units. Bright Beads, Brilliant Pop  
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100 Count Box  
**.49¢ ea**



**KUROBUTA PORK TOMAHAWK CHOP** - Berkwood Farms. 10 lb Average. Ask About Our Porterhouse! **8.95 lb**



**KUROBUTA PORK - KIELBASA** - Berkwood Farms. 12 lb (36 Piece) Case. Frozen. Available Beginning May 5th. **5.99 lb**



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# OPEN BLUE COBIA

Ocean Raised off Panama. Skin-on Fillets. A Superior White Fish with High Fat, Omega-3 Content, and Endless Possibilities.

**9.75 lb**



**JAIL ISLAND CANADIAN ATLANTIC SALMON** - 4 Star BAP Certified. Choice of 3-4 or 4-5 lb Sk/on PBO Fillets  
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**AUNT CONNIES CRAB SPRING SALAD**- Made with Fresh Crabmeat and Spring Vegetables. 5 lbs for  
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**WILD SNOW CRAB CLUSTERS** - 4-6 oz Clusters Cooked, Ready to Crack! Frozen 30 lb Case  
**7.95 lb**



**COOKED SPANISH OCTOPUS LEGS** - The World's Finest Pulpo. Sold in Frozen 3 lb Tray  
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**QUICK PEEL SHRIMP** - 41/50 Count. Tail On, Easy and Delicious! Sold in Frozen 20 lb Case  
**3.99 lb**



**WILD ALASKA HALIBUT** 6-8 oz Sk/Off Portions A Great Griller. Vacuum Sealed. Fresh. 10 lb Min.  
**13.95 lb**



**JUMBO PATAGONIAN PRAWNS** - Head-on, 6/8 per Pound. Sweet, Delicious Flavor. Frozen 26.4 lb Case  
**3.99 lb**



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**GATOR MEAT** - Great for Frying, Gumbo, and More.- Frozen Case of 12 x 1 lb Packs. Tasty & Tender.  
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**PEELED & DEVEINED PREMIUM SHRIMP** - 26/30 Count, Tail On. Sold in Frozen 20 lb Case  
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**ROCK SHRIMP** - USA Caught. 61/70 Size. Peeled & Deveined, IQF. 5 lb Units, 4 per Case  
**8.99 lb**

Samuels and Son Seafood  
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**Cobia**  
Ocean Raised

  
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Sashimi Quality • Versatile • Source of Omega-3, Protein & Vitamin D

