



FISH TALES™

October 2021

A Samuels Seafood Magazine




openblue

Cobia

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Spotlight

Banks Seafood Kitchen

Dining on the Waterfront

Wilmington, DE

by: Kate Emick



An iconic spot along the Wilmington riverfront is Banks Seafood Kitchen. Known for its exceptional raw bar, beautiful views, cocktails, and chic atmosphere, Banks Seafood Kitchen is the perfect place to gather with family and friends.

The moment guests walk into Banks Seafood Kitchen, they are welcomed by stunning décor featuring vaulted ceilings, artwork from local artists, and the restaurant's largest decoration, a fiber-optic Starfish, located on the ceiling of the dining room.

Owner and Chef, David Banks, has been in the restaurant industry for over thirty years. Previously, Banks was the Corporate Executive Chef of Harry's Hospitality Group and co-owner of Harry's Seafood Grill, Harry's Fish Market and Grill, and Kid Shelleen's Charcoal House and Saloon. These restaurants have been staples in the Wilmington area and surrounding cities since 1988. Within a few years and with great success, Chef Banks opened Harry's Savoy Grill, which expanded in 1998 to include the lavish Harry's Savoy Ballroom. During the spring of 2018, Chef Banks re-branded the restaurant, creating Banks Seafood Kitchen and Raw Bar.

Chef Banks uses his diverse food background to create innovative, frequently changing menus that change daily. A few popular dishes you can find at the glamorous waterfront restaurant are their award-winning broiled Jumbo Lump Crab Cakes with a micro salad, Chile-lemon and corn puree, and tobacco onions. Another menu item many customers order is the Lobster Cioppino and Rouille Crouton made with Maine Lobster, Mussels, and Shrimp in a shellfish broth. These dishes are essential menu items for the seafood-based restaurant.

Personally, Chef Banks says that one of his favorite dishes is the pan seared Sea Scallops, crusted with pistachio barley and served with a spiced butternut squash puree and a cherry chutney.

Banks Seafood Kitchen has one of the finest raw bars in the area. On the top of the menu, customers can find the restaurant's featured Oysters for the day, served on the half shell. Since the restaurant opened in 2018, they have shucked nearly three million Oysters. Oysters you can find on the menu include Blue Points from Connecticut, Sex on the Bay from New Brunswick, Dabob Bay from Washington State, Kusshi from British Columbia, and more.

In addition to Oysters, the raw bar also serves a Jumbo Shrimp cocktail, Topneck Clams on the half shell, Ahi Tuna tartare, Scarlet Snapper ceviche, and several equally delicious options.

If you are looking for non-seafood fare, Banks Seafood Kitchen serves either a 12 oz New York strip steak or an 8 oz filet mignon.

Along with an extensive fresh seafood selection, Banks Seafood Kitchen offers nearly fifty wines by the glass, over twenty varieties of beer, and an assortment of signature cocktails. Take a trip to Banks Seafood Kitchen to order cocktails like the lemon pomegranate martini, cucumber-jalapeño Paloma, and white peach sangria.

Head on over to Banks Seafood Kitchen for all things seafood at 101 S. Market Street, Wilmington, Delaware. Also, be sure to check out Chef Banks on Chef's Kitchen every Sunday morning on NBC at approximately 7:20 am!

Employees of the Month



L to R: Yenny and Chris

Yenny Tjugito started at Samuels in March, working in the shipping office where she learned the ins and outs of invoicing. By mid-summer, Yenny became the newest addition to the platinum sales team. Since then, Yenny has excelled as a sales assistant. She has done an outstanding job learning about different products and how to work with customers. This is Yenny's first EOM win!

Christopher "Chris" Thomas, a truck loader and checker at Samuels, has been with the company since 2016. Chris is an employee that we can count on to get the job done and is more than happy to assist his co-workers. We appreciate his hard work and dedication. Congratulations Chris on your second EOM win!

FISH TALES Magazine

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Open Blue Cobia - In Harmony With the Ocean

Open Blue, a Cuna del Mar company, is dedicated to leading the world towards healthier living, from healthy fish to healthy environments, from healthy people to healthy communities. The world is at a crossroads: we face a challenge to sustainably meet our growing nutritional needs. Open Blue wholeheartedly embraces the challenge by providing a safe source of healthier and tastier seafood choices.



Open Blue's vision is to nourish current and future generations in harmony with the ocean. We are on a mission to produce sustainable seafood as a world leader in Panama. We raise Cobia at our deep-water open ocean sites, and everything we do is with care and protection of the environment in mind. Our farm is situated 12 k offshore on the Caribbean coast, and we use an innovative SeaStation technology which consists of firmly anchored submersible pens lowered 10 meters from the surface.

OCEANS FIRST is our philosophy and approach to providing the best tasting and healthy fish responsibly raised in their native habitat. The OCEANS FIRST seal is Open Blue's seal of guaranteed quality for more sustainable seafood while protecting the oceans.

When we nurture the oceans, the oceans nurture us. But, we also know that the ocean's gifts can be finite. Open Blue believes there is a better way to feed ourselves, one that also helps oceans stay healthy and life-nurturing.

With our OCEANS FIRST approach, we've created and continue to improve on innovative methods in strong-current aquaculture, responsibly nurturing Cobia in their native deep-water habitat. Our careful stewardship from hatchery to maturity, including stringent multi-stage inspections, means healthy and succulent fish. Our company puts a strong focus on worker safety. During the pandemic, our internal teams, especially the Health & Safety team, worked overtime to ensure that workers were safe.

The community and government relationships we have forged over the years have been invaluable. We have seamlessly stayed in close contact with local community leaders and reassured the communities about business continuity. Our workforce is an essential part of our business and the community economy. We have supported the efforts of our team to make contributions to vulnerable people in our society.

Our Core Values have guided our decisions through this challenging time: customer focus, responsible leadership, integrity, excellence, care and respect, and always putting our employees first. In addition, we continued our important support for the local communities by donations of 3.5 tonnes of fish donated to orphanages, security forces, and local communities. We are also investing in our communities' future by continuing to support our scholarship program without any reductions.

We exceed the highest standards in the mariculture industry and comply with all regulations and third-party certifications through 4 star Best Aquaculture Practice (BAP) and Aquaculture Stewardship Council (ASC) certifications. In addition, our commitment to structured, continuous improvement keeps us at the forefront of our industry.

"While we are in unprecedented times, we are unwavering in our sustainability commitments and continuing to create value through our actions. It is who we are, and our teams will ensure we succeed."

Dario Marchetti, CEO, Open Blue

In The News...

Crabs and Gravy for a Cause

The American Association for Cancer Research, also known as the AACR, is the first and largest cancer research organization committed to preventing and curing all forms of cancer. Over the years, individuals, foundations, and corporate partners have supported the AACR's mission to prevent and cure cancers through several platforms, such as education, collaboration, communication, advocacy, and grant-giving.

In an effort to help fight cancer, 97.5 The Fanatic, Philadelphia's most popular radio show for all things sports, decided to hold an auction, with all proceeds donated to the AACR.

Beloved Philadelphia sports fan and radio host, Anthony Gargano, wanted to offer his fans something unique that they wouldn't be able to purchase at just any store. Instead, the highest bidder would have the opportunity for Gargano to travel to

their home and make his famous Crab Gravy.

Anne Kender, a Pennsylvania native who holds the AACR close to her heart, often listened to the radio show during her morning drives. After hearing that the donations from the auction would contribute to the AACR, Anne decided to bid on it. Little did she know, she would be the lucky winner.



On September 3rd, after Gargano made a quick stop at Samuels Seafood, he packed up the ingredients for Crab Gravy and headed to Maryland where he spent time with Anne and her family making a delicious Crab Gravy and Bucatini.

Anne is forever grateful for the generosity given by Gargano, who was accompanied by radio host and producer Andrew Salciunas.

The History Behind Tinned Seafood

by: Kate Emick



Tinned seafood from Spain and Portugal are often considered delicacies. Great pride is taken as each tin is packed with the highest quality products, hand-selected, scaled, and carefully prepared just for you.

Have you ever wondered about the history of tinned seafood and how it got its start? If so, read on.

The innovation of tinned products dates back to the late 1700s, when the revolutionary French government was at war with other European governments during the Napoleonic Wars. At this time, very few ports were open to the French, which made them heavily dependent on dried, smoked, and pickled foods. These products, in particular, were known to spoil much quicker, resulting in deficiency diseases for many of the troops, ultimately weakening the French military. Realizing how difficult it was to get food, the French government decided to offer prize money to anyone who could develop a way to preserve large amounts of food inexpensively and effectively.

In the early 1800s, a French researcher and professional cook named Nicolas Appert was interested in solving this problem. During his time in France, he opened a confectionary shop where conserving sweets in sugar became his passion. After nearly five years of experimenting in which Appert put fresh meat, fish, and vegetables in sealed bottles and then heated them in boiling water, he came up with a successful method. After thorough investigation by the French government, Appert was awarded the prize money in 1809.

Known today as the “father of canning,” Appert found modern-day ways to preserve jams, syrups, juices, dairy products, soups, and vegetables without spoiling the flavor and texture. Eventually, Appert’s methods of preserving food led the way to tinned seafood as we know it today.

In Brittany, France, fishermen were known for frying Sardines and then preserving them in clay jars. Then, an Englishman and friend of Appert’s named Peter Durand acquired a patent on a process for preserving items such as Sardines in glass, pottery, and tins. Although it became apparent that transporting items in glass would be difficult, tins became the favorable option and essentially created modern-day tinned Sardines that we all know and love.

After the creation of tinned Sardines, the market for this item quickly took off. It was easy to transport tinned Sardines throughout France and even around the world. In 1836, approximately 30,000 tins were sold in just one year. Later, in 1880, 50 million tins were produced and sold. It’s safe to say that the tinned Sardine market was a hit!

Now, you might be wondering how Spain and Portugal got involved. Interestingly enough, the story has it that in 1840, the Spaniards discovered a shipwrecked French sailboat off the coast of Galicia, and it was full of tinned Sardines. So, after studying the tins and the contents, Spain began producing their own tinned seafood products in the northern region of Spain, known as La Rioja.

Before we knew it, tins were packed with all of our favorite seafood products like Tuna, Anchovies, Mussels, and more. You can find many of these items at Samuels in our wide selection of tinned seafood options. From Bom Petisco Sardines in Olive Oil to our newest addition of Conservas de Combados White Tuna in Olive Oil, be sure to ask your Sales Representative about our full line of tinned products!



Chef's Corner



Chef Adam Zensinger

Questions or Comments?
Chef Adam will be happy to assist
800-580-5810 x6555
AdamZ@SamuelsSeafood.com



The Perfect Start of Fall With Open Blue Cobia

The weather is changing; leaves are beginning to fall, the air is becoming crisp, and days are getting shorter. What better way to welcome the fall season than with Open Blue Cobia!

Often compared to Swordfish or Chilean Sea Bass, Open Blue Cobia has a delicious sweet flavor with a clean finish, firm texture, and large flake. Additionally, this superfood is extremely high in Omega-3's and fat content which helps keep the fish both tender and moist.

To celebrate fall's start, I decided to make a ginger-soy glazed Open Blue Cobia with wilted cabbage. To start, I combined honey, soy sauce, and ginger in a small pot and brought it to a simmer. After letting the mixture simmer for about five to seven minutes, it began to thicken, and I removed the pot from the heat and set it aside. Next, in a sauté pan, I added oil and garlic and let that cook for about two minutes. Then, I added the cabbage and a pinch of salt, tossing continuously until the cabbage just started to wilt, and turned off the heat.

To cook the Cobia, I placed it in a pan, searing the fish for three minutes on the first side, and then flipped it to the other side once it was golden brown. To finish, I glazed the top with the soy mixture and continued to cook until the fish was done. Serve over the cabbage and garnish the top with shaved radish and radish sprouts tossed in olive oil.

One of the things I love most about Open Blue Cobia is its versatility. Not only does it lend itself very well to many different cooking techniques, able to stand up to high heat on a grill or seared, but Cobia is ideal for raw preparations too. In addition, the clean flavor and firm texture make this fish one that can be showcased on menus of varying cuisines.

Whether Open Blue Cobia is the star in tacos or sashimi, butter-poached, or a kabob on the grill, Open Blue Cobia has endless possibilities.



MONTHLY SPECIALS

Call your Sales Agent to place an order today!

Many centuries ago, wars were fought over the delicious Cod fish (Baccala.) Vikings often traveled from Norway to Iceland, Greenland, and Canada in search of this premium fish. During this time, Cod was often salted and dried to create a flavorful meal that helped them persevere through their voyages, known today as Baccala. To this day, Baccala is still considered a delicacy. This month, Samuels is offering several cuts of Rafols Spanish Baccala including Loins, Carpaccio, Pulled Cuts, and Fritter Mix! Check out these deals and more as we move into October.



RAFOLS BACCALA LOINS-
5-6 oz Desalted Loins. Ready to Prepare for Any Style. 12 lb Average Case **12.95 lb**



RAFOLS BACCALA CARPACCIO - Ready to Serve (Crudo) 7 lb Average Case **11.95 lb**



RAFOLS BACCALA PULLED CUTS - Tender, Prime Cuts. Great for Salads & Cakes! 8 lb Average Case **7.95 lb**



RAFOLS BACCALA FRITTER MIX- Ready to Scoop & Fry! 13 lb Average Case **50.00 cs**



NORTH SEA CUTTLEFISH - Wild with Ink. 2-4 lb Each Frozen 22 lb Case **3.99 lb** Previously Frozen/Thawed **6.99 lb**



NEW! CALIFORNIA SQUID - Wild with Ink. 3-5 Inch Squid Sold in Frozen 5 lb Units **2.99 lb**



CLEANED CALAMARI - 3-5 Inch Tubes & Tentacles. Loligo Squid Frozen 10 lb Case **5.89 lb**



PREMIUM SPANISH OCTOPUS - Trap Caught 2-4 lb Octopus Flash Frozen 30 lb Case **4.89 lb**



MEXICAN RAISED HIRAMASA-
5-6 lb Whole Fish **7.99 lb**
1.5-2 lb Fillets **13.99 lb**



CANADIAN LOBSTER - Wild Cold Water Tails Average 3-4 oz 10 lb Case **25.00 lb**



NEW! DUBAI LOBSTER - Wild Warm Water Tails Average 3 oz. 10 lb Case **23.50 lb**



WILD WHITE SHRIMP - Caught off Mexico. U/10 Count. 5 lb Box **15.95 lb**

Sale Dates: October 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.

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10 lb Case **4.99 lb**



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Crabmeat. 1 Gallon Unit
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5 lb Tubs **48.00 ea****



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30g Tin. Earthy, Bold, &
Buttery **38.50 ea**



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Edward Island Medium Cup
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