



Our Beginnings

John Victoria, a veteran of retail seafood in Pittsburgh and of serving the wholesale seafood trade in the Fulton Fish Market of New York, founded Western Edge Seafood in 1988 to address the needs of a changing seafood industry. Western Edge was founded in recognition of the need for expanding imports of seafood into the United States as a way of improving and stabilizing supply. Western Edge soon became a leader in fresh fish imports from Central and South America brought in and handled through its facility in Miami, FL.

Our Approach

Aquaculture products, such as Tilapia, Catfish, and Swai combined with the development of trade with global partners have been part of the natural progression of the Western Edge Story. With partners all over the world who possess a deep cultural desire to produce quality seafood and a free flow of information and collaboration, Western Edge has grown to become a top importer of premium grade seafood into the United States from across the globe. We pride ourselves on our extensive product knowledge and understanding of commodity market fluctuation, and we "live and breathe it" because we realize the importance to both ourselves and our valued customers.



On The Edge Of Innovation

Having adaptability and innovation as founding core principles, Western Edge led the way into the sourcing of quality frozen market forms of seafood products. Western Edge has been active in the development of seafood processing methods and the transfer of technologies to processing plants overseas. As innovations and improvements in freezing and processing technologies were developed, Western Edge combined those innovations with a deep understanding of supply logistics to add value to its customers' seafood programs with frozen seafood items.

The Secret Of Success

The ability of Western Edge to apply its comprehensive food safety initiatives and quality control measures through business relationships to its global network of farmers, packers, and processors is what continues to drive Western Edge's ever-expanding seafood program. The result of having the discipline to keep to these practices has been the exponential growth Western Edge experienced over the last decade, and the proof of this has been the penetration into the foodservice, retail, and wholesale seafood markets.



Rely On The Fish People

Western Edge has been awarded numerous contracts and has developed lasting relationships with influential seafood buyers in these market sectors, and continues to strive to streamline the logistics of the supply chain in order to maintain our value as a low cost provider to our customers. Western Edge will continue to adapt and innovate as we move forward, bringing new products and capabilities to market under the Western Edge Seafood brand and the 25+ private label brands that we design, pack, produce, and manage. We want to thank all of our past, current, and future customers and business partners for relying on The Fish People for all of their seafood needs!



T 724.228.6680 F 724.228.6691
WESTERNEDGESEAFOOD.COM



NRA SHOW '18
Booth #9958



LET'S TALK FISH.