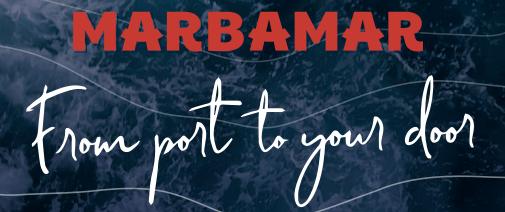


# MARBAMAR



Frozen Fish and Seafood

>> marbamar.com Ed.2021\_2022



## Frozen Fish and Seafood



01.

SELECTION AT SOURCE 02.

PREPARATION AND PACKAGING

03.

SURVEILLANCE OF COLD CHAIN

04.

DIGITALIZATION

05.

SALE AND DISTRIBUTION

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#### **OUR HISTORY**

Carlos Martínez starts the activity of buying and selling frozen fish.



### 'FROM PORT TO YOUR DOOR' PHILOSOPHY

Our philosophy 'from port to your door' makes us offer a personalised service of frozen fish and seafood according to the needs of our clients.

Our value chain gives us the possibility to offer different specific services for each client. This has allowed us to work with hotels, restaurants, and cafes (Foodservice), wholesale, distributors, groups, and to have an adapted service to 'retail' in big stores. And we always offer the best technical and commercial advises to our clients.



#### 1965

Marbamar was founded by the Martínez-Lledó family focused on wholesale of fish and seafood from Santa Pola, Las Palmas, and Morocco



#### 1985-90

Thanks to a heavy investment, we were able to reach a capacity of more than 2.500 tonnes in ship warehouse.



#### 2001

The second generation of the Martínez family opened new facilities and started the cold storage rental and Customs Warehouse.



#### 2004

We secured our growth with the effort of our staff, technological innovation, and logistics.

#### 2012

The third generation of the Martínez family is the one who assures the mission to lead the change to digitalisation and internationalisation.

#### 2015-17

We expanded the distribution of frozen fish and seafood with the new branches in Las Palmas and Cádiz.

#### 2018

We consolidated the process of internationalisation with the opening of our factory in Mauritania.

# FROZEN FISH AND SEAFOOD IMPORT FROM 1953



We have access to the highest quality of fish and seafood due to the experience of several generations working in the same activity. Throughout 68 years, we have created business alliances and trusting relationships with the best fishing grounds all over the world.

Our working teams consist of real experts in selection with a knowledge in depth of the product and the market at source.

#### **OURS CUSTOMERS:**



#### **Industrialists**

We work with large food companies guaranteeing the control, tracking, and production of our frozen fish and seafood.



#### Wholesale

Frozen fish and seafood is continuously and stable service guarantee by our quality control along 'from the port to your door'.



#### **Traders**

We adapt our product sizes sales to the market needs of our clients.



#### Fish markets

We guarantee quality and control from port to your door to bring frozen fish and seafood to our clients in the best condition.



#### **Retail department stores**

Service adapted to large department stores with the commitment of delivering and quality in all our products.



#### Hotels, restaurants, and cafes (FoodService)

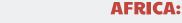
We provide an adapted service to hotels, restaurants, and cafes (FoodService) according to requirements at any time.



#### **Groups**

We have specific products for any of the groups, always offering the best quality.





ALGERIA

MOROCCO

MAURITANIA



**OCTOPUS I.Q.F.** Octopus vulgaris

- I Algeria
- I 1 x 16 kg. approx
- 1,2,3,4,5,6,7



LITTLE CUTTLEFISH Sepia elegans

- Morocco
- I 12 x 1 kg.



**SQUID I.Q.F.** Loligo vulgaris

- I Morocco
- 1 1 x 7 kg. 1 x 24 kg. approx
- I GG, G, M, P, 2P, 3P, 4P



CUTTLEFISH Sepia officinalis

- I Morocco
- I 1 x 24 kg.
  - 1 x 7 kg. approx.
- I G, M, P, 2P, 3P, 4P



**CLEAN CUTTLEFISH** 

- Sepia officinalis
- I Morocco
- 1 x 24 kg. approx.





**CUTTLEFISH ROE** Sepia officinalis

- Morocco
- I 12 x 1 kg.



**BABY SQUID** Alloteuthis spp

- Morocco
- 8 x 1 kg.



**CLEAN CUTTLEFISH PIECES** 

- Sepia officianalis
- I Morocco
- I 10 x 1 kg., 12 x 1 kg.



**SQUID I.Q.F.** Loligo vulgaris

- I Mauritania
- I 1 x 12 kg. approx
- I GG, G, M, P, 2P, 3P, 4P



**CLEAN SQUID I.Q.F.** 

Loligo vulgaris

- I Mauritania
- I 1 x 12 kg. approx
- I G, M, P





#### **AFRICA:**

MOROCCO

MAURITANIA

SOUTH AFRICA

TANZANIA



CHERNA

Epinephelus aeneus

#### Mauritania

- I 1 x 24 kg. approx.
- I Sacos
- I GG, G, M, P



#### **CLEAN CUTTLEFISH**

Sepia officinalis

#### I Mauritania

I 1 x 12 kg. approx I 100-200, 200-300, 300-400, 400-500, 500-600, 600-700, 700-800, 800-1000,

1000-1500, 1500-2000



HEADLESS JOHN DORY

Zeus faber

- I Mauritania
- I 1 x 24 kg.
- I G, M, P



#### LOBSTER

Panulirus mauritanicus

#### I Mauritania

- I 1 X 5 kg. approx.
- 1 100-200, 200-300, 300-400, 400-500, 500-600, 600-800, 800-1000, 1000



SOLE

Cynoglossus senegalensis

- I Mauritania
- I 1 x 12 kg. approx
- I GG, G, M, P



**BLACK SOLE** Solea vulgaris

- I Mauritania I 1 x 6 kg.
- I G, M, P, MIXTO



**BLONDE SOLE** 

Solea senegalensis

- I Mauritania
- I 1 x 12 kg. approx
- I GG, G, M, P



TIGER SOLE Synaptura cadenati

- **Mauritania**
- I 1 x 12 kg. approx
- I GG, G, M, P





#### **AFRICA:**

MOROCCO

MAURITANIA



TIGER SOLE SKINLESS Synaptura cadenati

- Mauritania
- 1 x 5 kg. 200-300, 300-400
- GLAZE: 10%



**OCTOPUS** Octopus vulgaris

- I Mauritania
- I 1 x 27 kg. approx I 1, 2, 3, 4, 5, 6, 7



**SQUID** Loligo reynaudi

- I South Africa
- 1 1 x 12 kg. approx
- I XL, L, M, S



**SQUID** Loligo reynaudi

#### South Africa

1 x 12 kg. approx XL, L, M, S



HAKE H.G.T. Merluccius capensis

- I South Africa
- I 1 x 16 kg. approx
- 1 3, 4, 5, 6, 7



**KINGKLIP** Genypterus capensis

- I South Africa
- I 1 x 16 kg. approx
- **I** 1200-2500, 1000-2000, 2000-3000



MONKFISH **SKINLESS** 

Lophius vomerinus

- South Africa
- 1 X 12 kg. approx.
- **I** 100-250, 250-500, 500-1000, +1000



**PERCH FILLET** Late noliticus

- **Tanzania**
- I 1 x 6 kg.
- I 300-500, 500-1000



**ASIA:** 

CHINA

INDIA



#### **ILLEX SQUID RINGS**

Dosidicus gigas

I ChinaI 6 x 1 kg / 10 x 1 kg.I ANILLA

GLAZE: 35%



#### **COD STEAK**

Gadus morhua

I China

I 1 x 11 kg.I 500-1000, +1000

GLAZE: 30%



#### COD PREMIUM STEAK

Gadus morhua

I China

I 1 x 11 kg.

l +1000 GLAZE: 10%



#### COD LOING

Gadus morhua

China

1 x 6 kg.600-800

GLAZE: 25%



#### **COD PORTIONS**

Gadus morhua

China

1 1 x 6 kg. GLAZE: 30%



#### JOHN DORY FILLETS

Zeus faber

China

I 5 x 1 kg., 1 x 5 kg.

**I** 70-100, 100-150, 150-200, 200-300, 300-500

GLAZE: 25%



#### **SQUID SLICES**

Loligo chinensis

I China

I 6 x 1 kg

l 2-4 cm. GLAZE: 20%



#### **RED SHRIMP PUD**

Solenocera melantho

China

I 6 x 1 kg.

**I** 10-30, 30-50, 50-70,

70-100

GLAZE: 35%



#### RED PREMIUM SHRIMP PUD

Solenocera melantho

I China

I 6 x 1 kg.

**I** 10-30, 30-50, 50-70 *GLAZE:* 10%

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**ASIA:** 

CHINA



#### **TILAPIA FILLETS**

Oreochromis niloticus

I China

 6 x 1 kg. 1 3-5,5-7 GLAZE: 30%



#### **ILLEX SQUID ROE**

Illex argentinus

China

1 5 x 2 kg. GLAZE: 15%



#### **ILLEX SQUID TUBE**

Illex argentinus

I China

I 1 x 5 kg.

18-21 21-24 24+ GLAZE: 30% | 25% | 25%



#### **SQUID TUBE**

Dosidicus gigas

I China

1 2 x 5 kg.,1 x 5 kg., 10 x 1 kg., 6 x 1 kg.

**l** 200-400 INTERLEAVED

GLAZE: 30%, 25%



#### **PREMIUM ILLEX SQUID TUBE**

Illex argentinus

China

1 1 x 5 kg. 1 21-24 | 24+

GLAZE: 5%



#### **SQUID**

Loligo duvauceli

I India

■ 6 x 2 kg., 3 x 4 kg. I u3, 3-6, 6-10, 10-20 GLAZE: 10%



**CUTLLEFISH CLEAN** 

Sepia pharaonis

I India

I 1 x 6 kg. I u1, 1-2, 2-4, 5-7

GLAZE: 25%



#### **BABY SQUID**

Loligo duvauceli

I India

I 12 x 1 kg., 6 x 1 kg.

I BLOQUE

GLAZE: 10%







**BABY SQUID** Loligo duvauceli

I 12 x 1 kg., 6 x 1 kg.

I India

I IQF GLAZE: 20%



#### **PRAWNS**

Nephrops norvegicus

I Scotland

■ 4 x 1,5 kg.

**I** 000, 00, 0, 1, 2, 3, 4, 5

GLAZE: 10%

As we know how much you appreciate stability in offering and type of product, we are in every source so we can locate and bring any species in a stable and continuous way always respecting biological standstill



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#### **PROCESS**

This preparing and packaging process allows us to adapt the form (slice, fillet, piece, IQF, etc.) to the needs of our clients, restaurants, hotels, catering, distributing companies, department stores, fish markets, etc.

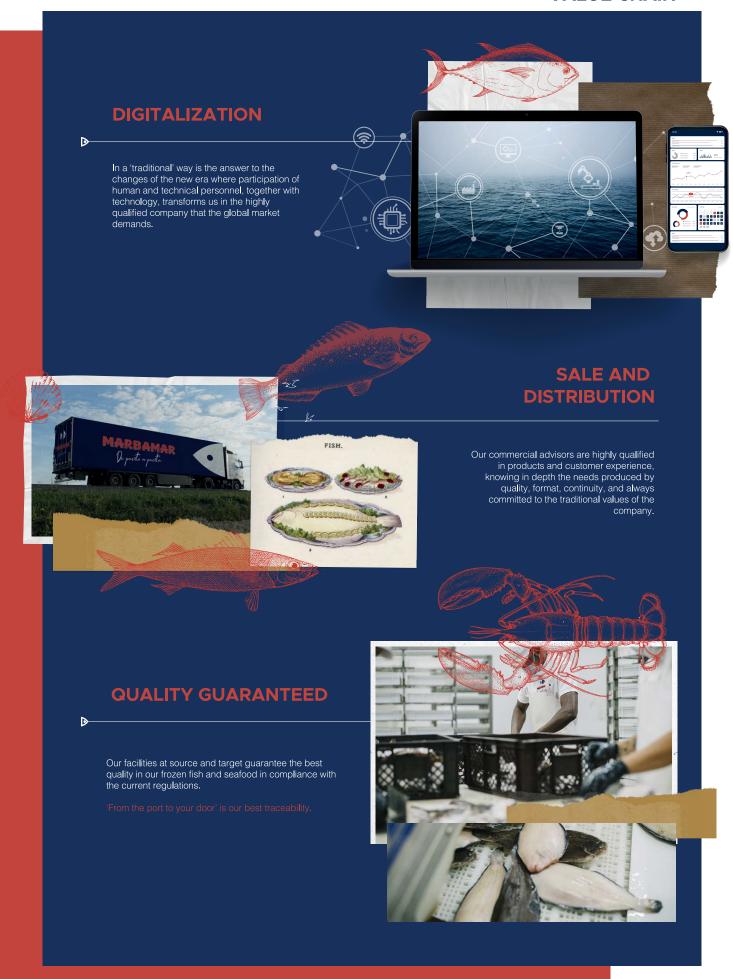
#### **FACILITIES**

More than 30.000 m3 of facilities in Santa Pola and Cádiz where we maintain the cold chain and the original quality of the product.

At present, we place our facilities at your disposal with our cold storage rental service.



#### **VALUE CHAIN**





#### >> marbamar.com

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