FishPlus:

TR5 from Trace Register Helps Chilean Salmon Producer Save Time and Money

FishPlus, a leading Chilean salmon producer, needed a solution to manage complex data operations that were time-consuming and expensive. The company sources salmon fillets from many different processors who in turn source from multiple farms; the fillets are then reprocessed into value-added products for export to the U.S., E.U., and other countries.

The Chilean government's strict SISCOMEX system tracks production in their fishing and aquaculture industries. Using a complex numbering system, SISCOMEX manages supply chain entities related to fishing, farming, and processing, along with detailed lists of associated Chilean government permits. It becomes even more complicated since over 400 different seafood products recognized by the government are tracked. In addition, buyers require details of BAP and ASC certifications. FishPlus used multiple Excel spreadsheets to manage all of this until they selected TR5. Now, the work is much easier, and the company has realized new cost-saving workflows that were previously not possible.

Upload data from PDFs automatically

The original system FishPlus used was time-consuming with great potential for errors. For example, FishPlus would receive official PDFs with details for raw material purchases. An employee would then read these highly detailed PDFs (containing hundreds of data points) and manually type the information into Excel spreadsheets. TR5 now provides the company with a dedicated PDF Converter that allows them to take print-ready PDF files and import the data directly into the TR5 platform. This process eliminates the problems of manually rekeying data and correcting errors.

Generating XML Reports

FishPlus must file an XML SISCOMEX export report for all outgoing shipments with the Chilean government like all seafood exporters. Previously, they sent the Excel file produced by rekeying the data from the PDF to a subcontractor to create an XML file, getting charged in the double digits for each report. Using TR5, FishPlus can produce XML export reports themselves and eliminate these report costs.

> "Because of TR5, we now see increased productivity and have saved money. We can focus on the strategic direction of the company knowing we have the capabilities to scale our operations as needed."
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> *Javier Infante León*
> Chief Executive Officer, FishPlus