



Global reach
Local knowledge



Largest seafood company in the United States needed help to operate in Brazil

Trident Seafoods partnered with TMF Group for back-office support in Brazil.

About the client

Trident Seafoods has been in existence since 1973, with operations in the US, China, Japan, Europe and now Brazil. The company operates fishing and processing vessels, primary and secondary processing plants, and a vertically-integrated distributorship of its commodity and value-added products. It sells frozen, canned, smoked and ready-to-eat seafood for the wholesale, retail and food service markets in over fifty countries.

In our own words

“We have operations around the world and every time we enter a new market we tend to partner up with local professionals who can help us.

“When we approached the idea of opening an office in Brazil, we looked at a number of different companies. We didn’t know TMF Group that well, but we’d heard of them and they were recommended to us.

“We did some background research and an interview, and we saw that TMF Group could be a good match for us because they could provide the Brazilian accounting along with HR and payroll and tax compliance, which is pretty alien to us when we deal with a different country.”

How TMF Group helped us

“TMF Group provides not only the basic accounting and reporting, but more importantly, all the tax compliance and payroll; all those elements required when running a business in a foreign country. We don’t have the expertise so, without a company like TMF Group we wouldn’t be able to operate and be in Brazil.

“We have only one sales representative working for us in Brazil, he’s not a HRP or accounting professional, so TMF Group is vital for us – they provide the back-office support we need.”

In the future

“No matter where we go, we always look for the best provider in the region to partner with. If we’re going to expand in South America, we’ll need the support we have in Brazil, so obviously we’ll probably reach out to TMF Group because they’re providing a really good service.

“When we expand to other countries we’ll ask if TMF Group covers those areas, so I’m pretty sure we’ll use their expertise again.”

“We have only one sales representative working for us in Brazil, he’s not a HRP or accounting professional, so TMF Group is vital for us – they provide the back-office support we need.”

*Tom Moore,
Treasurer & Corporate Controller
Trident Seafoods*

TMF Group provides the following services to Trident Seafoods in Brazil:

- Accounting
- Tax Compliance
- Payroll

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