

North America's largest seafood company gets back-office help in Brazil.

Trident Seafoods partners with TMF Group for expert help in payroll, accounting and tax.

About Trident Seafoods

Founded in 1973, and based in Seattle, Washington, Trident Seafoods is the largest seafood company in North America. It has operations throughout the USA, as well as in Brazil, China, Europe and Japan. 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 50 countries.



Jurisdictions where we serve them:

Brazil

Industry

Fishery

Services provided

- HR and payroll,
- Accounting and tax

How we helped



The challenge

Trident Seafoods has operations around the world and every time it enters a new market it tends to partner with local professionals who can help it negotiate local rules and regulations.

When the company decided to open an office in Brazil, it looked at a number of different business process outsourcing providers.



The solution

Having been recommended TMF Group, Trident Seafoods did its own research and conducted a supplier interview. It became clear that TMF Group was a good match for Trident, as it could meet the required Brazilian accounting rules, and deliver the HR, payroll and tax compliance services the company needed.

Trident Seafoods engaged TMF Group to provide not only the basic accounting and reporting it needed in Brazil but, more importantly, all the tax compliance and payroll help it needed – all the elements required when running a business in a new jurisdiction.

We have only one sales representative working for us in Brazil, and he's not a payroll or accounting professional, so TMF Group is vital for us – it provides the back-office support we need. No matter where we go, we always look for the best provider in the region to partner with. If we're going to expand further, we'll need the support we have in Brazil, so obviously we'll reach out to TMF Group.

Tom Moore

Treasurer & Corporate Controller
Trident Seafoods

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