



## **Handy International – A 100+ Year Old Seafood Processor**

**Providing Quality Seafood  
(Always Simple....Always Pure...Always Delicious)**

<b>Company Inception:</b>	<b>1903</b>
<b>Headquarters:</b>	<b>Salisbury, Maryland U.S.A.</b>
<b>Plant Locations:</b>	<b>U.S.A., Asia, Central America</b>
<b>Product Categories:</b>	<b>Soft crabs, crab meat, crab cakes, crab specialty items, oysters, artisanal fish</b>
<b>Key Personnel:</b>	<b>Terrence N. Conway, President Todd Conway, Senior Vice President</b>

### **TIMELINE:**

- 1685:** Early crab cake recipes appear in cookbook, *The Accomplisht Cook*, by Robert May.
- 1903:** Handy becomes the first company to process soft crabs.
- 1983:** Handy becomes the first and only soft crab processor to use electronic sizing for soft crabs, a procedure that replaces visual sizing.
- 1984:** Handy is the first soft crab processor to be federally inspected under a voluntary USDC program.
- 1984:** Handy introduces chilled dressed soft crabs—fresh crabs that are dressed, individually wrapped, and chilled quickly to 32°F. These crabs are ready to cook and boast an extended shelf life over fresh. Handy is the first company to use this method and changes the way American crab processors ship their crabs to market.
- 1985:** Handy begins flying live soft crabs to Tokyo and exports frozen soft crabs to Europe and the Pacific Rim.
- 1987:** Handy introduces high quality 70% crab meat crab cakes to restaurants that had previously been making their own.
- 1990:** Handy is the first processor to use cryogenic freezing for soft crabs, which dramatically improves product quality and provides a like-fresh taste.

- 1990:** Handy develops and patents trays for freezing soft crabs, with cavities that conform to the shape of the crabs and provide protection during shipping. Trays are vacuum-sealed to maintain freshness.
- 1993:** Handy is the first seafood company in the Mid-Atlantic region to become HACCP certified before this FDA program becomes mandatory for the seafood industry.
- 1994:** Handy introduces handmade all-natural crab cakes to the marketplace and institutes a new process in which crab meat is re-picked under black lights to remove shell fragments while maintaining product integrity.
- 2000:** Handy introduces its technology to Asia, where fresh seafood is available year round, in order to offer a “Crab for All Seasons” to both meet the growing demand for healthy seafood in the U.S. and to conserve resources.
- 2002:** Handy expands into crab meat processing.
- 2005:** Handy is the first crab meat processor to pack in a 6-pack case, offering a huge convenience for customers.
- 2006:** Handy sets a Guinness Book World Record for the largest crab cake, which weighs in at just over 200 lbs. Proceeds from the sales of crab cake sandwiches made from the enormous crab cake are donated to the United Way of Delaware.
- 2007:** Handy lists counts on lump grades of crab meat and is the first company to color code lids to differentiate the grades.
- 2009:** Handy becomes a founding member of the NFI Crab Council, a non-profit group that consists of companies involved in the blue swimming crab industry to instill and maintain sustainable practices.
- 2009:** Handy breaks its existing 2006 Guinness Book World Record for the largest crab cake with a new jumbo cake that weighs 253 lbs. Proceeds from the sales of crab cake sandwiches from this cake are donated to the Special Olympics of Maryland.
- 2009:** Handy introduces a new value line under the Crab House label.
- 2011:** Handy develops an Artisanal Fish Program with full traceability that promotes sustainability.
- 2011:** Handy introduces the world’s first and only certified gluten-free crab cakes.
- 2012:** Handy begins a DNA testing program.

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