



NorthScope

INDUSTRY SPOTLIGHT

LOBSTER PROCESSING



WHO THEY ARE

Greenhead Lobster is a family-owned business since 1997 that focuses on wild-caught live lobster and fresh lobster tails. Their Stonington, Maine lobsters are fresh caught by local fishermen, delivered daily to the Greenhead Docks, promptly prepared, packed and shipped.

WHY THEY CHOSE NORTHSCOPE

Looking for a solution to manage the lobster purchasing side of its business, Greenhead Lobster partnered with NorthScope to implement Fisherman Accounting at its three buying stations.



WHAT NORTHSCOPE IS PROVIDING THEM

At the culmination of this implementation, NorthScope will accomplish the following goals for Greenhead:

- Management of lobster purchases from fishermen using "Fish Tickets," including the automation of any applicable taxes that need to be accrued and/or deducted from fishermen balances.
- Management of selling products to fishermen.
- Payments/Settlements for fishermen.
- Integrations to NetSuite for new lobster inventory that was purchased from fishermen, inventory adjustments for items sold to fishermen, payments made within NorthScope, and journal entries from transactions.

"GREENHEAD CAME TO US HAVING RECENTLY PURCHASED A GENERIC ERP SYSTEM BUT WAS STILL STRUGGLING WITH THE LACK OF FUNCTIONALITY TO MANAGE ITS UNIQUE TRANSACTIONS WITH LOBSTERMEN/FISHERMEN. WE'RE HAPPY WE WERE ABLE TO PROVIDE AN INDUSTRY-SPECIFIC SYSTEM FIT FOR THEIR BUSINESS THAT HELPS SOLVE THEIR PROBLEMS."

- VINCE PLUHACEK, NLP SALES MANAGER