

It's a winning business

A TOWNSVILLE seafood retailer has landed a Queensland business award on the back of a massive 81 per cent increase in wholesale sales.

Ingham Road Seafood collected the Seafood Business Award at a gala Queensland Seafood Industries Australia event in Brisbane last week after two years of solid growth.

Co-owner Louise Wilson said the acquisition of a full-time sales and marketing officer to focus on the restaurant sector had more than paid off.

"It wasn't an area that we had focused on prior to that but we made it our goal," she said.

"Our wholesale trade has grown rapidly which means that even more businesses are doing their bit to support the local industry."

However Ms Wilson said the business also received strong support from local seafood lovers.

"We have some clients that come in every single day to buy fresh seafood," she said.

Co-owner Mark Partland said the company's staff and local suppliers were humbled by the win.

"When we first took over this business in 2007 we set some ambitious goals about the produce we wanted to sell, the staff we wanted to hire and the level of customer service we wanted to deliver," he said.

"Even more importantly we wanted to do as much as we could to assist the regional fishing industry because North Queensland has access to some of the best seafood in Australia."

Ingham Road Seafood is now in the running for a national award later this year.

Meanwhile Primary Industries and Fisheries Minister Tim Mulherin told the Australian Prawn and Barramundi Conference in Townsville this week that local farmers were well placed to take advantage of a growing need for seafood worldwide.

— CHRIS QUAGLIATA



WINNERS . . . Louise Wilson and Mark Partland from Ingham Road Seafood