

## THE Standard for Seafood Storage

What is the most exciting technology to impact the storage of seafood since we stopped getting the ice block delivered to the kitchen? The FX Precision Refrigeration System from Randell featuring Adande Technology has absolutely changed the game in seafood holding and preparation in the foodservice industry! The ability to hold fresh seafood - without ice - at the perfect temperature is here. Understanding how it will absolutely affect your bottom line is what I want to explain in this newsletter.

The Randell FX Series introduced the ability to break through the 32° air temperature barrier that traditional refrigeration is bound by. Traditional refrigerators/freezers can only serve one master – either as a refrigerated tempered air unit with temperatures generally between 35° - 38° F, or as a freezer tempered air unit that is only designed to generate and hold temperatures from -10° to 10° F.

If you lower the temperature of your traditional refrigerator unit near 32°, the coils will freeze up and the compressor can burn out. We all know what a costly outcome that adds up to! Repair + product loss + disruption = no fun!



Randell FX Precision Refrigeration System

The simple truth is the colder the better, especially when it comes to seafood. That is the reason ice bins or fish file cabinets exist, as a way to pack seafood in ice to lower the temperature. The seafood must be as close to 32° as possible. Even a few degrees of variation can take days off of the shelf life, and cripple food cost and your chances of making a profit.

Here's my philosophy – if I buy 10 lbs. of fish and produce (20) 8 oz. orders, the first 19 orders go toward operational cost, and the last piece of fish is the restaurant's profit. It's extremely important to protect that investment.

Seafood does not like water once it is out of it. Fish and shrimp are absolutely destroyed if they are in contact with water for any period of time, leaching out flavor or simply falling apart. Historically, ice bins or fish 'file cabinets' have been used to apply ice to maintain the best temperature. Both of these methods share multiple deficiencies – messy, melting ice to clean up; a constant need for maintenance and sanitation; and storage of the bulky units taking up valuable real estate in the walk-in refrigerator or the kitchen. And the precious seafood is still in danger of ruin from exposure to water.

Think about it... cold air is heavy, and when you open the door of your refrigerator you can feel the cold air around your feet and ankles. So each time you open the door the unit must kick on and try to recover from the temperature loss, creating large swings in temperature. This is not good for food. The unique drawer system of the Randell FX Series is truly exciting. When you open the drawer the cold air stays in place and doesn't 'fall out' like traditional refrigeration, because of the unique design of the FX storage tubs that fit inside of each drawer. As the drawer shuts, the entire tub is sealed from the top, kind of like a safe, and locks the cold air inside.

The FX drawer design also allows for the tubs to be removed easily. The entire drawer can be inventoried and set with par level of product before service. The removable tubs are easy to clean and drop back into the FX drawer. This is a different way of thinking about refrigeration, and how precision temperature control can positively impact the daily procedures of today's foodservice operations.

Here is a great example of using proper refrigeration to prepare a great seafood recipe. Cured salmon is made by using salt and sugar with some spices or herbs to "cook" the raw salmon by drawing out the moisture. It is very important to maintain the correct temperature when preparing, since there is no heating or cooking required. Cured salmon, also known as Gravlax or lox in different cultures, has had a recent surge in popularity. Cured salmon can be seen in grocery stores and delicatessens, and endures as a popular staple in full-service restaurants. The dish is incredibly easy to prepare. And with the capability to use precise temperature control during preparation, it can be better and safer than ever!

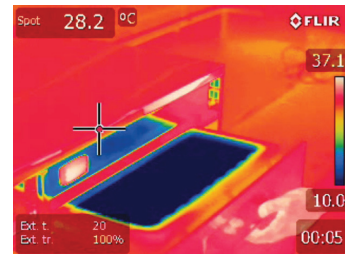


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### Great Features and Benefits of the FX Precision Refrigeration System from Randell:

- Holds seafood without ice
- Precision temperature control allows consistent temp with range from -5° to 40° F
- Unique drawer system locks in cold air and holds it in place



Thermal image of cold captured in an FX drawer

