

M E M O R A N D U M

TO: Council, SSC and AP
FROM: Jim H. Branson
Executive Director
DATE: May 23, 1983
SUBJECT: Sablefish Joint Venture Permit Review

ACTION REQUIRED

Review permit for Japanese joint venture for sablefish.

BACKGROUND

In March the Council recommended approval for the Japanese longline/processor RYUSHO MARU No. 18 to receive 400 mt of sablefish and other incidentally taken species from 10 to 20 U.S. longline vessels in the West Yakutat area in August 1983. Item C-2(a) is the draft minutes for the permit review portion of the March Council meeting. Item C-2(b) is the permit application. Item C-2(c) is my letter sent to Bill Gordon recommending approval.

Because the permit application had not appeared in the Federal Register by the time of our action, the Council must reconsider the permit.

DRAFT

It was the concensus of the Council that the SSC's recommendation to have Council staff prepare a summary of the Stokes report for public distribution should be accepted.

Jim Branson suggested to the Council that a workgroup be appointed to evaluate such a synopsis so that it can be completed and put out for public comment before the next Council meeting. Chairman Tillion said he would appoint such a group.

Don Collinsworth suggested that the Executive Director and Council staff, or the workgroup, could re-evaluate and restate the objectives of limited entry. *It was the concensus of the Council that this could be done by staff and workgroup when developing the synopsis.*

C-3 Foreign Permit Applications

The Council received five foreign permit applications for review: Permit #JA-83-0620 for the RYUSHO MARU NO. 18, a Japanese longliner, to receive sablefish from U.S. fishermen; a request for a Soviet joint venture for herring; Permit #JA-83-0566 to add the Gulf of Alaska to the permit of the KYOWA MARU NO. 11; a Spanish joint venture for cod and pollock; and permit #PO-83-0013 for the Portugese vessels VIMEIRO and S. RAFAEL. The Council received public testimony before hearing the Permit Review Committee's report.

Public Testimony

Don Giles, representing Icicle Seafoods, testified against the the permit application submitted by Japan for the longline/sablefish joint venture. Mr. Giles said that Icicle Seafoods and other American processors have the facilities to handle black cod and are ready and willing to do so.

Nancy Gross, City Administrator, City of Akutan. Ms. Gross presented testimony outlining the importance of the fisheries and processors to her city. A large portion of the city budget is derived from taxes on fish. She urged the Council to assist Trident Seafoods in their negotiations with the Portugese and to approve the Portugese permit application.

Paul MacGregor, representing the North Pacific Longline-Gillnet Assn. briefly described the proposed joint venture for the Japanese longline/processor RYUSHO MARU NO. 18 to receive 400 mt of black cod and other incidentally taken species from U.S. longline vessels in the West Yakutat area in August, 1983. He feels this joint venture will provide a market for longline vessels in an area which is remote from traditional U.S. fishing grounds and will promote westward expansion of the U.S. fishery. The operation also affords an opportunity for U.S. longliners to explore a new area without having to incur the costs of running

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time and fuel expenses and without competition from foreign fishing vessels. Mr. MacGregor cited several other advantages of the operation, which were presented to the Council in written form.

Greg Baker, Sitka longliner, spoke in favor of the Japanese joint venture for black cod. He is part of the group of longliners which would take part in the operation. Because of the travel time between this fishing area and the nearest processor, he feels this venture will not take business away from U.S. processors as fishermen are not likely to participate if they have to deliver to U.S. processors. He feels that without this joint venture, U.S. longliners are not likely to harvest the 400 mt at all. The Japanese are also offering to cease fishing in that area during this joint venture, thus eliminating the competition and possibility of gear conflicts. Mr. Baker feels this joint venture is the most expeditious way to harvest the OY in this particular area.

Charles Bundrant, Trident Seafoods, spoke on the Portuguese request for a directed allocation. He asked the Council to request Governor Sheffield to arrange a meeting between Portuguese and U.S. officials to facilitate a direct allocation contingent on the Portuguese buying a suitable tonnage of salted cod from Trident Seafoods.

Rick Lauber, Pacific Seafood Processors Assn., advised the Council that most of the processors are in opposition to the Japanese joint venture for sablefish. Processors were not contacted before the longliners began plans for this joint venture. He feels that U.S. processors are willing and able to handle the sablefish and he is therefore opposed to the granting of this application.

Public testimony was concluded.

Report of the Permit Review Committee

Committee Chairman Keith Specking reported for the Committee which includes Rudy Petersen, Bob McVey, Joe Kurtz, and Jim Campbell. Deputy Director Clarence Pautzke also attended.

The Committee deferred action on the USSR/Marine Resources joint venture herring request until after agenda item D-2 has been considered.

The Committee recommended against approval of the Japanese sablefish joint venture request based on a desire to encourage the continued development of Alaska's shoreside processing capability.

The Committee recommended that the Council approve the request by the Japanese medium stern trawler, KYOWA MARU NO. 11 to add the Gulf of Alaska to its existing permit to fish for groundfish in the Bering Sea/Aleutians area.

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The Committee deferred action on the Spanish request for a Pacific cod and pollock allocation in the Gulf of Alaska because the permit application was administratively incomplete.

The Committee recommended that the Council approve the Portuguese request for a Pacific cod and pollock allocation in the Gulf of Alaska only if Portugal commits to buy a major tonnage of Pacific cod from U.S. shore-based processors at an acceptable market price. The Committee recommended that the Council be provided with a signed contract detailing this commitment to purchase before any fishing privileges are granted to Portugal.

Council Action

Jim Campbell moved to deny the joint venture permit application from Spain. Harold Lokken seconded the motion. There being no objections, the motion carried.

Jim Campbell moved that the Council approve the permit application from Japan for the medium stern trawler, KYOWA MARU NO. 11 to add the Gulf to its current bottomfish permit. Bob Mace seconded the motion, which carried with no objections.

Bob Mace moved to approve the application from the RYUSHO MARU NO. 18 for the Japanese sablefish joint venture. The motion was seconded by Harold Lokken and the motion carried 6-4, with Stephan, McVey, Specking, and Campbell voting against.

Keith Specking moved that the Portuguese request be approved contingent on the commitment of Portugal to purchase a major tonnage of Pacific cod from U.S. shore-based processors at an acceptable market price, with a signed document detailing this commitment provided to the Council before any fishing privileges are granted. Bob Mace seconded the motion which carried with no objections.

Harold Lokken moved that the Council approve in principle the Marine Resources Co./USSR proposed joint venture under the conditions proposed by Marine Resources Company. Bob Mace seconded the motion, which failed with Stephan, McVey, Specking, Campbell, Collinsworth, and Tillion opposed.

C-4 Other Business

Jim Branson asked the Council to approve for public review the 1984-85 Salmon PSC Amendment for the Bering Sea/Aleutian Island Groundfish Fishery. The figures for the 1984-85 PSC proposed for public review are: For 1984, the total for salmon would be 38,441 with 35,750 chinook, for 1985, 27,957 with 26,000 chinook.

COUNCIL ACTION

Bob Mace moved that the 1984-1985 Salmon PSC Amendment be approved by the Council for public review. The motion was seconded, and carried with no objection.

THE UNITED STATES OF AMERICA
DEPARTMENT OF COMMERCE
NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

APPLICATION FOR VESSEL PERMITS TO RECEIVE
UNITED STATES HARVESTED FISH FROM VESSELS OF THE UNITED STATES
WITHIN THE FISHERY CONSERVATION ZONE

No. _____

Under the Magnuson Fishery Conservation and Management Act, as amended, the Government of Japan submits this application for permits for vessels under its jurisdiction to receive United States harvested fish from vessels of the United States within the fishery conservation zone of the United States, during the year 1983.


Fishing Vessel Identification Forms are attached to this application. The fisheries, species, and amounts of United States harvested fish desired to be received by vessels of the Japanese flag are as follows;

Fishery	Species	Total Tonnage Requested For Each Species (MT)
Gulf of Alaska Ground-fish	<u>Target Species</u>	386 MT (round weight)
	Sablefish	
	<u>Incidental Species</u>	14 MT (round weight)
	Thornyhead, Rockfish, Pacific Ocean Perch, Red Snapper	
		400 MT total

Detailed descriptions of the methods of operation proposed for each fishery requested are attached and form a part of this application.

Submitted: February 28, 1983

(Date)


Signature Hisao Azuma
Counsellor,
Embassy of Japan
Title

North Pacific Fishery Management Council

Clement V. Tillion, Chairman
Jim H. Branson, Executive Director

605 West 4th Avenue
Anchorage, Alaska 99510



Mailing Address: P.O. Box 3136DT
Anchorage, Alaska 99510

Telephone: (907) 274-4563
FTS 271-4064

April 8, 1983

Mr. William Gordon
Assistant Administrator for Fisheries
National Marine Fisheries Service
3300 Whitehaven, Page 2
Washington, DC 20235

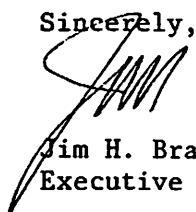
Dear Bill,

The Council last week recommended approval of the permit application No. JA-83-0620 from the RYUSHO MARU NO. 18 to engage in a joint venture with American longliners in the Gulf of Alaska. They propose to buy approximately 400 metric tons of sablefish from 10 to 20 U.S. longline vessels in the west Yakutat area of the Gulf of Alaska. They will be operating between 140°W and 147°W longitude during the month of August.

The Council recommendation for approval came after extended debate and testimony from American fishermen, American industry representatives, and Japanese industry representatives. Their decision was generally based on the assumption that if the at-sea market was not available to American fishermen in that area that those fish would probably go to TALFF rather than being caught by American fishermen. It's an area of the Gulf that is almost equidistant between U.S. shore-based markets in Southeastern Alaska and in Seward. While it is not as far from Cordova, market conditions in Cordova appeared to be spotty and U.S. processors there have refused to accept black cod in the recent past. The Council decision was a close one, made by a vote of 6 to 4.

The Japan Longline and Gillnet Association stated in their testimony at the Council meeting that they would buy at least 400 tons of processed sablefish directly from American processors this season. And, of course, they have worked closely with American longliners in the past to develop handling procedures and market outlets for their fish. It should be noted, however, that the U.S. processing industry, as represented at the Council meeting, was uniformly opposed to approval of this joint venture.

Sincerely,



Jim H. Branson
Executive Director

cc Dr. James A. Storer
NMFS Regional Office

HA3/N

ICICLE SEAFOODS, INC.

4241-21st AVE. WEST - 4th FLOOR
SEATTLE, WASHINGTON 98199
(206) 282-0988
TELEX 32-8832 PFICICLE-SEA.



MAY 24 1983

May 20, 1983

Mr. William Gordon
Asst. Administrator for Fisheries
National Marine Fisheries Service F-M12
UNITED STATES DEPARTMENT OF COMMERCE
Washington, D.C. 20235

RE: Joint Venture Foreign Fishing Permit Application No. JA-83-0620
For the Japanese Longliner, RYUSHO MARU NO. 18

Dear Mr. Gordon:

We submit the following comments on the referenced application for a permit for Japanese processing of U.S. caught sablefish in the West Yakutat area of the Gulf of Alaska. The foreign permit application should be denied because Icycle Seafoods, Inc., will use its more than adequate capacity to process the U.S. sablefish. No surplus of U.S. fish will remain for allocation to foreign processing.

1. Where U.S. Processors With Adequate Capacity Commit to Process the Anticipated Catch of U.S. Fishermen in a U.S. Fishery, Foreign Processors Should Not be Granted Processing Permits Which Compete for the Same U.S. Fish.

In 1976, the U.S. Congress passed the FCMA which extended U.S. jurisdiction over all fisheries located within 200 miles of the U.S. shoreline. A question later arose whether a permit for foreign processing could be denied where U.S. processors could fully utilize the U.S. harvest. In response, Congress passed the Processor Preference Amendment to give U.S. processors a clear and unequivocal first right to purchase and process U.S. caught fish. The House report (HR 13340) provided as follows:

"The purpose of the legislation is to provide a favorable economic climate for the development of the U.S. fish processing industry. In accomplishing this purpose, the legislation provides a preference for U.S. fish processors to U.S. harvested fish, to the extent such processors have the capacity, and will utilize that capacity, to process such fish."

The House report went on to explain the mechanism as follows:

"The legislation authorizes the Secretary to approve a foreign permit application for the purchase of U.S. harvested fish for processing at sea only if U.S. fish processors do not have the capacity, or will not utilize their capacity, to process all of the U.S. harvested fish from the fishery concerned. If such an application is approved it may be approved only for the excess fish which will not be utilized by U.S. processors."

This concept of utilization and capacity by U.S. processors was incorporated into the statutory test under the MFCMA. The Act precludes the issuance of a permit for foreign processing where "United States fish processors have adequate capacity, and will utilize such capacity, to process all United States harvested fish from the fishery concerned." 16 U.S.C. Subsection 1824(b)(6)(B).

In applying this test, price or other terms offered by U.S. processors to U.S. fishermen should not be considered. House Report 13340 provides that U.S. processors should not be required to outbid foreign processors, as follows:

"With respect to the determination of U.S. processing capacity and intent, the committee does not intend that U.S. processors demonstrate an ability to outbid the price or other contract provisions offered by foreign processors in order to establish capacity and intent."

With respect to geographic locations or processing facilities, the House Report points out that geography can be considered but only along the magnitudes of fish caught in Alaska being delivered to processing plants in California.

"Second, the Secretary may consider the proximity of harvested areas to the facilities of U.S. fish processors. Geographical considerations are important due to the rapid deterioration and commensurate reduction in quality of certain species of fish which are not processed within a short period of time after being harvested. Thus, the existence of U.S. processing capacity on the East Coast may be irrelevant to the determination of whether U.S. processing capacity and intent exists with respect to fish which are harvested in the Pacific Ocean. Furthermore, for certain species of fish, the fact that a U.S. fish processor in California has the capacity and intent to process that fish may be irrelevant in determining whether a U.S. fisherman harvesting fish off the coast of Alaska may sell that fish to a foreign fishing vessel for processing at sea."

The converse is also true. *U.S. fishing vessels operating in a specific geographic area may not point to the absence of U.S. fish processing capacity and intent to process all U.S. harvested fish from that fishery if, in a given area U.S. fish processors do have the capacity and intent to process such fish.* (Emphasis added.)

Where distances from the fishing grounds to shore-based U.S. processors are logistically feasible, geography is not a factor in determining U.S. processing capacity and intent.

In determining whether U.S. processors will fully utilize U.S. caught fish, the Secretary of Commerce is required to "make a record of the facts and other information upon which the estimates are based and will make the record available for public review. . . ." This obligation to base the decision on a factual record is imposed by a Consent Decree entered in *New England Fish Co., and Icicle Seafoods, Inc., vs. Juanita M. Kreps, Secretary of Commerce, National Oceanic and Atmospheric Administration, National Marine Fisheries Service, and Terry L. Leitzell, and Korea Marine Industry Development Corporation*, U.S. District Court for the District of Columbia, Civil No. 79-1196, entered January 3, 1980.

In summary, U.S. processors may not be forced to bid against foreign processors for U.S. caught fish. Differences in price, terms, incidental benefits, convenience, or the fisherman's net profit may not be considered when deciding whether to issue a foreign processing permit. Geographical distances become a factor only when the distance is so great as to make physically impossible the development over time of U.S. shore-based fisheries. Where a U.S. processor has received deliveries from the fishing grounds in issue, has adequate plant capacity to purchase and process all the fish from those grounds, and has committed to do so, no foreign processor may be issued a permit to compete for the same U.S. caught fish.

2. Icicle Seafoods, Inc., a U.S. Processor with Adequate Capacity, Has Committed to Process the Anticipated U.S. Catch of 400 Metric Tons of Sablefish in the West Yakutat Area.

This permit application involves longline fishing for sablefish in the West Yakutat area of the Gulf of Alaska between 140° to 147° west longitude. According to the testimony of a proponent, Greg Baker, before the North Pacific Fisheries Management Council, the intended area of operation for the proposed joint venture fishing effort would be the waters encompassed by a 60 mile radius drawn around Cape St. Elias. This area includes the waters off Cape Suckling at its center, Cape Yakataga on the east and Middleton Island on the west.

We already participate in the developing U.S. fishery in this area through our processing plant in Seward, Alaska. From August, 1982 through May, 1983, Seward received 13 deliveries by U.S. longliner vessels of sablefish caught in the West Yakutat area. Two were from Cape Suckling. Eight were from Middleton Island. Two were from Cape Yakataga. One was from Yakutat Bay. The runs of the longliner vessels from the fishing grounds to Seward ranged from 110 to 330 miles with an average of 160 miles. One vessel even ran from the Fairweather Grounds for a distance of 440 miles. The center of the proposed fishing grounds for the foreign joint venture is Cape St. Elias--approximately 165 miles from Seward.

These hard facts demonstrate beyond question that we are developing an all U.S. sablefish fishery in the West Yakutat area. U.S. longliner vessels have delivered to Seward from the farthest reaches of the West Yakutat area during periods when prices fluctuated within normal historical ranges. No one can reasonably question whether our plant at Seward can support a developing sablefish fishery in this area. It already does.

The capacity and desire of Icicle, however, greatly exceeds the current capacity of U.S. fishermen to deliver sablefish. (See background and report on Icicle's Seward Plant.) Icicle's General Manager for the area, Don Giles, aptly described this abundant capacity and desire in his testimony before the North Pacific Fishery Management Council on April 1, 1983. Appropriate excerpts from his testimony are quoted below:

"Giles: Thank you Mr. Chairman. My name is Don Giles, I am General Manager for Icicle Seafoods. I would like to comment on the proposed black cod joint venture off of the west of Yakutat, Cape St. Elias area. I guess, first of all I would like to say that Icicle Seafoods would like to participate in this fishery. We have two plants in central Alaska, one in Homer and one in Seward. Our Seward plant is one of the largest halibut ports in Alaska, if not the largest. We have continually processed two to three million pounds [909-1,364 MT.] of halibut there every year. We have the facilities and are set up to process and handle the type of fleet that would be out fishing for this black cod in this area."

* * * * *

"Council: What about price. Is your price more attractive than what the Japanese are willing to pay?

Giles: I do not know what the Japanese are willing to pay. Our prices have been competitive with every place else in the state--U.S. processors.

Council: Dr. Collinsworth.

Council: Yes. At that price, whatever it might be, how much product would you purchase this year? I mean, how much would you purchase and how much can you process, what will your market bear?

Giles: We can process, we feel like capacity wise, one hundred seventy-five thousand to two hundred thousand pounds [80-91 MT.] on a daily basis. We feel--our up-to-date our market-- we do not know what our market will bear because the volumes we have been receiving have not been very substantial at all."

* * * * *

"Giles: The timing as I understand was the month of August and there would be no problem capacity wise for us at all. Basically, our salmon season is wrapped up by the latter part of July and the first part of August and usually what we are doing in August--we have very few freezer quality fish and most of our salmon goes to the cannery and makes our cold storage traditionally available at that time of year, so there would not be a problem."

* * * * *

"Council: Is there no doubt in your mind then that you could take four hundred metric tons of black cod?

Giles: There is no doubt in my mind that we could take four hundred metric tons of black cod...(interrupted)

Council: That you would, and market conditions couldn't change between now and then, that might change your mind.

Giles: We would buy four hundred tons of black cod during the month of August if it was available to us."

Conclusion

U.S. longline fishermen propose to catch 400 metric tons more sablefish this year than in past years. A Japanese longliner vessel, RYUSHO MARU NO. 18, is asking the U.S. government for a permit to purchase the 400 metric tons. We also seek to purchase the 400 metric tons. Since we have committed to purchase and process the 400 metric tons, the foreign

THE COMPANY

ICICLE SEAFOODS, INC., was incorporated in the State of Alaska in 1965 to engage in the catching, processing, and selling of seafood products. From its inception, ICICLE's activities have been concentrated in Alaska. Since 1965, the Company has substantially expanded its operations through the acquisition of subsidiaries and by acquiring vessels, canneries, and freezing and cold storage facilities. As a result, the Company, through its operations, conducts business in most of the major fishing areas of Alaska.

The Company processes and sells seafood products which are caught in the coastal waters off the states of Alaska and Washington or which it purchases from other sources.

ICICLE operates the following processing facilities:

1. Petersburg, Alaska
2. Seward, Alaska
3. Ninilchik, Alaska
4. Homer, Alaska
5. Arctic Star (Floating Processor)
6. Bering Star (Floating Processor)
7. Bellingham, Washington

These facilities represent a capital investment of over \$40,000,000 within the State of Alaska. A more detailed description of operations and capabilities of each of these facilities is included later in this presentation.

The relationship of ICICLE and its operations is shown on the following page.

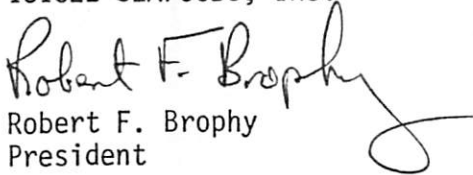
ICICLE is an Alaskan corporation with over 70% of its stock being owned by residents of the State of Alaska. A majority of the Board of Directors are Alaska residents.

Mr. William Gordon
USDC - NMFS
May 20, 1983
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processing permit should not be issued. The preference in favor of U.S. processors, found in the MFCMA, is designed to protect our developing U.S. processing industry from direct competition with foreign processors for U.S. fish. Since there were questions by the Council regarding Icicle's capabilities, I have attached a resume of factual data regarding our size, marketing capability, employment, etc. I hope this will answer any question you may have regarding our organization.

Respectfully submitted,

ICICLE SEAFOODS, INC.


Robert F. Brophy
President

RFB:pbl:A13-17

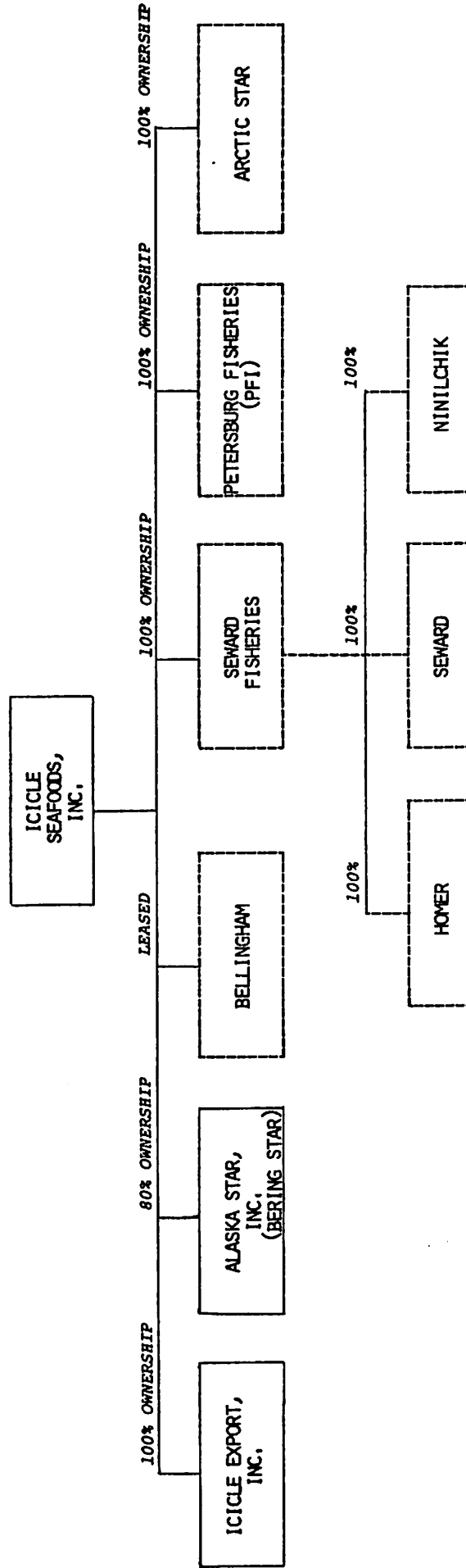
Enclosures

cc: North Pacific Fishery Management Council Members--

Ray Arnaudo	Robert W. McVey
James O. Campbell	Rudy Petersen
Don W. Collinsworth	Keith Shreiner
Joe Demmert, Jr.	Keith Specking
Dr. John R. Donaldson	Jeffrey R. Stephan
Dr. John P. Harville	Clement V. Tillion
RADM Richard Knapp	Bill Wilkerson
Harold E. Lokken	

The Honorable William Sheffield
Robert Morgan, PSPA
Jim Branson

ICICLE SEAFOODS, INC.
CORPORATE STRUCTURE



NOTE: Solid boxes represent legal corporate entities. Dotted boxes represent entities not separately incorporated.

5/18/83

During the calendar year of 1982, ICICLE employed 2,798 individuals in the State of Alaska representing a gross payroll paid in Alaska of over \$15,000,000. Approximately 45% of those employed were Alaska residents and over 50% of the payroll dollars went to those residents.

During the calendar year of 1982, ICICLE purchased a total of 100,104,000 pounds of seafood products within the State of Alaska. This product had an ex-vessel value of approximately \$54,000,000. ICICLE paid to the State of Alaska in excess of \$1,800,000 in fish taxes and Alaska Seafood Marketing Institute assessments. According to the Seafood Business Report for 1982, ICICLE was the largest producer of fresh and frozen salmon, halibut, bairdi crab, shrimp, roe herring and canned pink salmon in the State of Alaska. In addition, ICICLE ranked second in the production of dungeness crab.

We pride ourselves in providing a year around market for fishermen, and to the extent possible, a degree of stability in employment for our resident employees.

In short, we feel we are a major factor in the Alaska Seafood Industry with an established track record of providing excellent markets for our fishermen.

PRODUCTS & FACILITIES

The charts and explanations below show the production capacities, product mix and operating seasons of the Company's major facilities.

PETERSBURG

Being centrally located in Southeastern Alaska and with its tender fleet and buying stations, Petersburg's canning and freezing capacity enables it to be the major producer in Southeast Alaska. This geographic location ensures product through its diversification of areas available, particularly in the salmon runs that may vary from year to year in various locations.

Product Mix and Schedule of Operations --

	JAN.	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Salmon (Troll)	x	x	x		x		x	x	x	x	x	x
Salmon (Net)						x	x	x	x	x		
King Crab		x	x	x	x	x	x	x	x		x	
Snow Crab		x	x									
Dungeness Crab	x	x				x	x	x	x	x	x	x
Halibut						x	x					
Sable	x	x	x	x	x	x	x	x	x	x	x	x
Shrimp	x	x	x	x	x	x	x	x	x	x	x	x
Herring (Bait)	x										x	x
Herring (Roe)			x	x	x							

Capacity --

Number of High Speed Canning Lines	- 5	Freezing Capacity (lbs., per 24 hrs.)	- 250,000
Ice Making Capacity (Tons per 24 hrs.)	- 80	Cold Storage Capacity (lbs.)	- 5,000,000
Ice Storage Capacity (Tons)	- 200		

SEWARD

Seward freezes and cans salmon and crab product from Prince William Sound and the central district as far west as Chignik. Salmon, flown into Homer from Bristol Bay and the AYK (Arctic-Yukon-Kuskokwim) district, may be forwarded to Seward for canning if not up to freezing standards. Halibut and sable is received from as far west as the Bering Sea and from as far south as Yakutat. Seward traditionally handles more halibut than any other single plant in the world.

Product Mix and Schedule of Operations --

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Salmon (Troll)					NOT	PROCESSED						
Salmon (Net)					x	x	x	x	x			
King Crab									x	x	x	
Snow Crab	x	x	x	x	x						x	x
Dungeness Crab					x	x		x	x			
Halibut						x	x	x	x			
Sable	x	x	x	x	x	x	x	x	x	x	x	x
Shrimp					NOT	PROCESSED						
Herring (Bait)									x	x	x	
Herring (Roe)					x	x						

Capacity --

Number of High Speed Canning Lines	- 2	Freezing Capacity (lbs., per 24 hrs.)	- 225,000
Ice Making Capacity (Tons per 24 hrs.)	- 60	Cold Storage Capacity (lbs.)	- 1,000,000
Ice Storage Capacity (Tons)	- 140		

HOMER

Homer's location in Cook Inlet is an important source of product for ICICLE's plants. It is the main producer of shrimp and crab in the Cook Inlet region, and its all-weather airport receives product from Bristol Bay to the AYK. In addition, salmon and herring are tendered from Kodiak and Chignik as well as Cook Inlet and Prince William Sound.

Product Mix and Schedule of Operations --

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Salmon (Troll)												
						NOT	PROCESSED					
Salmon (Net)						x	x	x	x			
King Crab							x	x	x	x	x	
Snow Crab	x	x	x	x	x						x	x
Dungeness Crab						x	x	x	x	x	x	
Halibut						x	x	x				
Sable	x	x	x	x	x	x	x	x	x	x	x	x
Shrimp	x	x					x	x		x	x	
Herring (Bait)												
						NOT	PROCESSED					
Herring (Roe)						x	x					

Capacity --

Number of High Speed Canning Lines	- None	Freezing Capacity (lbs., per 24 hrs.)	- 300,000
Ice Making Capacity (Tons per 24 hrs.)	- 90	Cold Storage Capacity (lbs.)	- 1,600,000
Ice Storage Capacity (Tons)	- 100		

ARCTIC STAR & BERING STAR

The mobility of these two sea plants provides much of ICICLE's high value products. The barges will begin the season at Togiak and Norton Sound for the herring fishery, then move to Bristol Bay for the important red salmon run in that area. Other important salmon species are included, but the most important and valuable product is the red salmon run, the world's largest. Following this season, the vessels are moved to Southeastern Alaska and Prince William Sound to participate in these salmon fisheries.

Product Mix and Schedule of Operations --

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Salmon (Troll)					NOT PROCESSED							
Salmon (Net)						x	x	x				
King Crab									x	x	x	
Snow Crab		x	x									
Dungeness Crab					NOT PROCESSED							
Halibut					NOT PROCESSED							
Sable					NOT PROCESSED							
Shrimp					NOT PROCESSED							
Herring (Bait)					NOT PROCESSED							
Herring (Roe)				x	x							

Capacity --

Number of High Speed Canning Lines	- None	Freezing Capacity (lbs., per 24 hrs.)	- 300,000 ¹ 250,000 ²
Ice Making Capacity (Tons per 24 hrs.)	- 30 ¹ / ₃₀ ²	Cold Storage Capacity (lbs.)	- 2,500,000 ¹ 1,500,000 ²
Ice Storage Capacity (Tons)	- 50 ¹ / ₃₀ ²		

¹Arctic Star
²Bering Star

OTHER VESSELS

ICICLE also owns six other vessels which are used as salmon and herring tenders. Two of these are also employed as fishing vessels in the King and Tanner Crab fisheries. ICICLE also owns four barges which it uses as fish-buying stations during the salmon season. ICICLE's owned tender fleet is as follows:

Viking Queen

An all steel 111'5" x 26'2" crabber and chilled sea-water tender. Built in 1967 by Flohr & Co., and Pacific Fishermen, Inc., of Seattle. Hull was lengthened 19'6" in 1977 by Marco. Tonnage: Gross: 198, Net: 134.

Tani Rae

An all steel 92' x 24' crabber and chilled sea-water tender. Built in 1972 by Bender in Mobile, Alabama. Tonnage: Gross: 161.

Howkan

An all wood, purse seine-type, chilled sea-water tender. 78.5' x 19.6'. Tonnage: Gross: 99. Built in Tacoma in 1929.

Mitkof

An all wood, purse seine-type and chilled sea-water tender. 86' x 21.4'. Tonnage: Gross: 106. Built in Tacoma in 1940.

Chichagof

An all wood, conventional power scow-type, 86' x 26.4'. Tonnage: Gross: 149. Originally built for the U.S. Army in 1942.

Kupreanof

An all steel 82' crabber and tender. Built by Skeen Wylie, Ltd., in Texas in 1975. Tonnage: Gross: 137.

RESOURCE ACQUISITION

The map on the following page shows the location of the Company's processing facilities in relation to the major fishing districts in the State of Alaska.

The large processing capacities and strategic location of the Company's processing facilities allow the Company to maintain a high quality product even during peak production periods. In addition, the location and/or mobility of the plants provide the Company the opportunity to take advantage of unusually large fish runs.

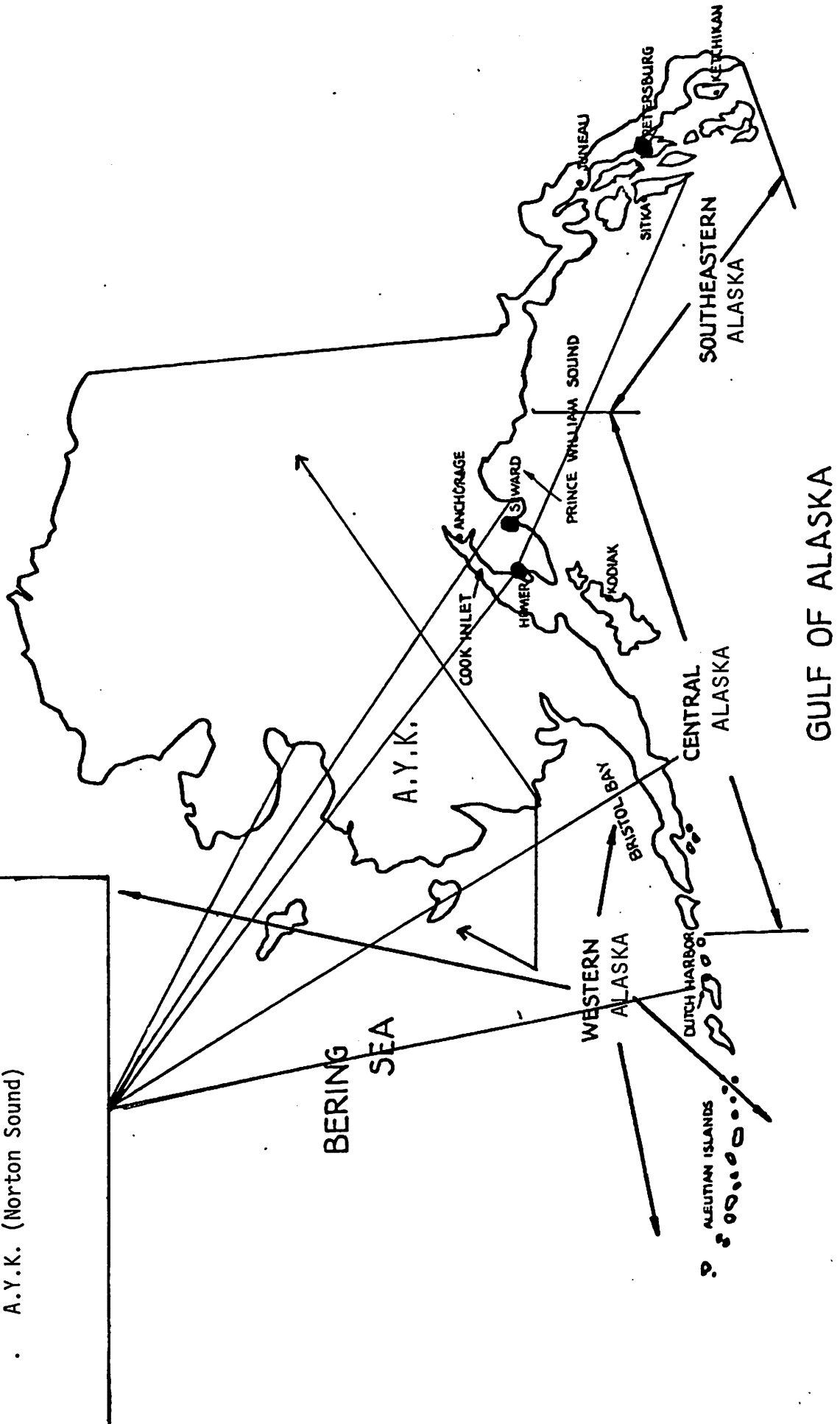
In certain years and locations when excess capacity is available, the Company may custom process for other companies to increase its volume, thus covering plant overhead and other fixed costs and moderating variable costs.

The graphs on pages 11 through 20 indicate the success ICICLE SEAFOODS, INC., has experienced in its core product resource acquisition program. The graphs are prepared on an Index basis. ICICLE's production is related to total Alaska production. Graphical presentation is presented for the following species/products:

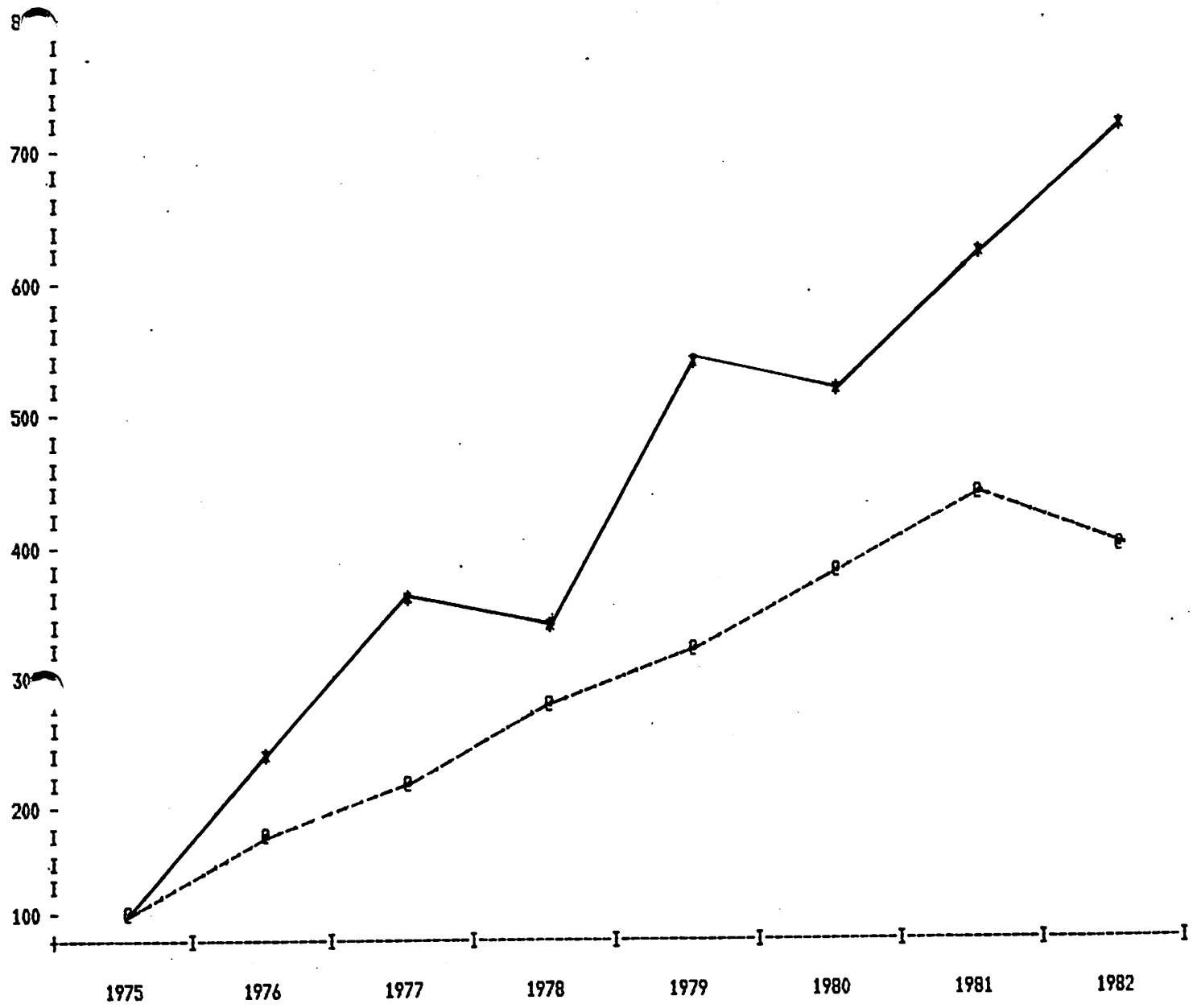
- . Total Salmon Catch
- . Canned Salmon
- . Fresh & Frozen Salmon
- . Halibut
- . King Crab
- . Snow Crab
- . Dungeness Crab
- . Herring
- . Sablefish
- . Shrimp

ARCTIC STAR & BERING STAR

- Aleutian Chain/Bering Sea
- Bristol Bay, including Togiak
- Prince William Sound
- Southeastern
- A.Y.K. (Norton Sound)



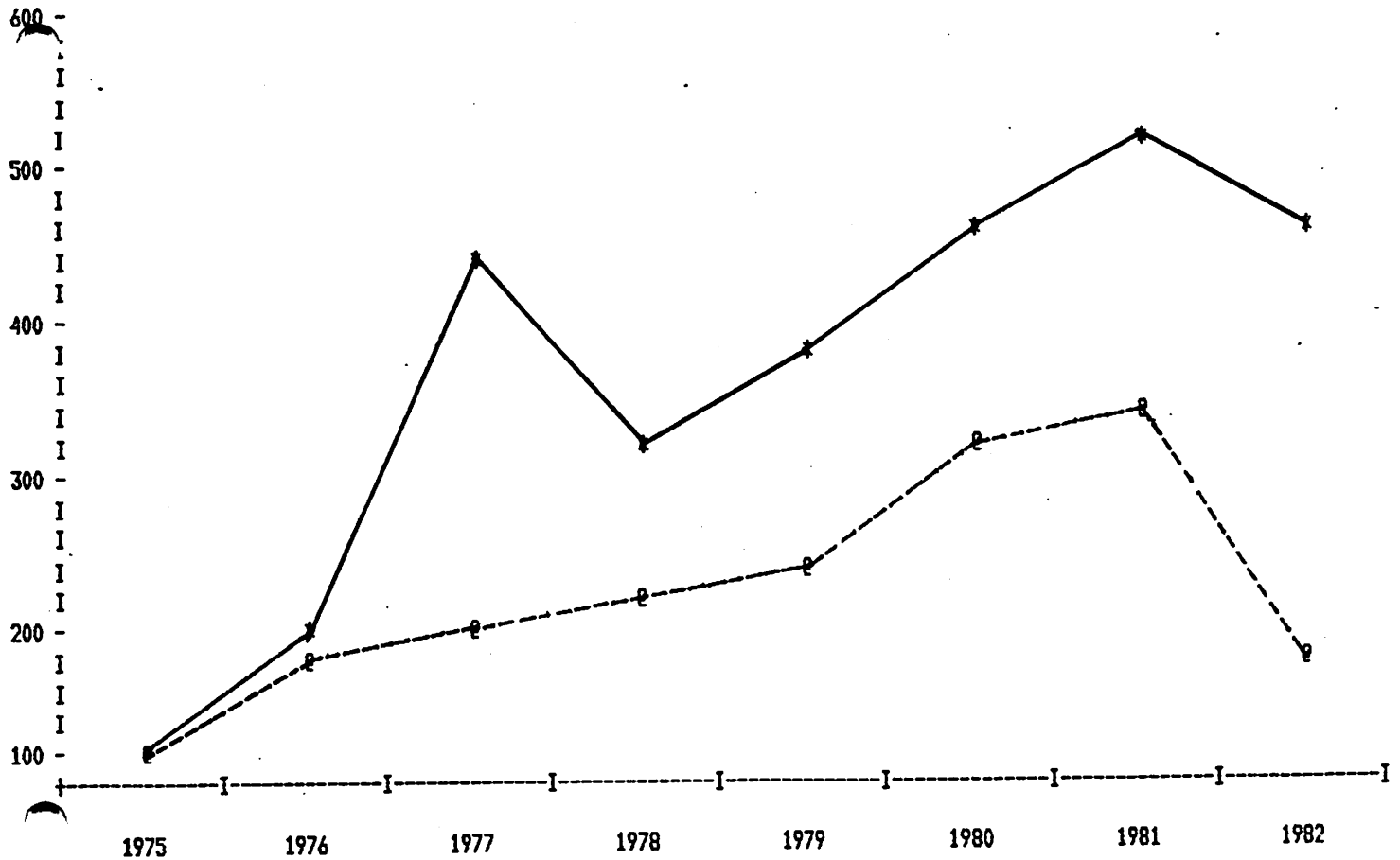
ICICLE
 INDEX (BASE YEAR 1975) : * _____
 ALASKA
 INDEX (BASE YEAR 1975) : e _____



	1975	1976	1977	1978	1979	1980	1981	1982
ICICLE PURCHASED POUNDS (IN THOUSANDS)	8,672	19,739	29,942	28,253	45,895	44,626	52,613	61,142
ICICLE INDEX (BASE YEAR 1975)	100	228	345	705	529	607	705	705
ICICLE PERCENTAGE OF ALASKA	6.20	8.03	9.74	7.25	10.37	8.73	8.60	11.23
ALASKA PURCHASED POUNDS (IN THOUSANDS)	139,790	245,856	307,379	389,656	442,677	511,360	612,001	544,308
ALASKA INDEX (BASE YEAR 1975)	100	176	220	279	317	366	438	389

 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * SALMON PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *
 * *****

ICICLE
 INDEX (BASE YEAR 1975) : *—————*
 ALASKA
 INDEX (BASE YEAR 1975) : e-----e



	1975	1976	1977	1978	1979	1980	1981	1982
	*****	*****	*****	*****	*****	*****	*****	*****

ICICLE	1975	1976	1977	1978	1979	1980	1981	1982
CASES PACKED (48-1# BASIS)	64,235	117,639	271,645	199,460	233,685	288,366	329,053	284,079
INDEX (BASE YEAR 1975)	100	183	423	311	364	449	512	442
PERCENTAGE OF ALASKA	4.64	4.76	10.47	6.83	7.58	6.91	7.43	12.13

ALASKA	1975	1976	1977	1978	1979	1980	1981	1982
CASES PACKED (48-1# BASIS)	1,383,900	2,469,530	2,594,659	2,921,565	3,081,568	4,175,440	4,429,269	2,342,538
INDEX (BASE YEAR 1975)	100	178	187	211	223	302	320	169

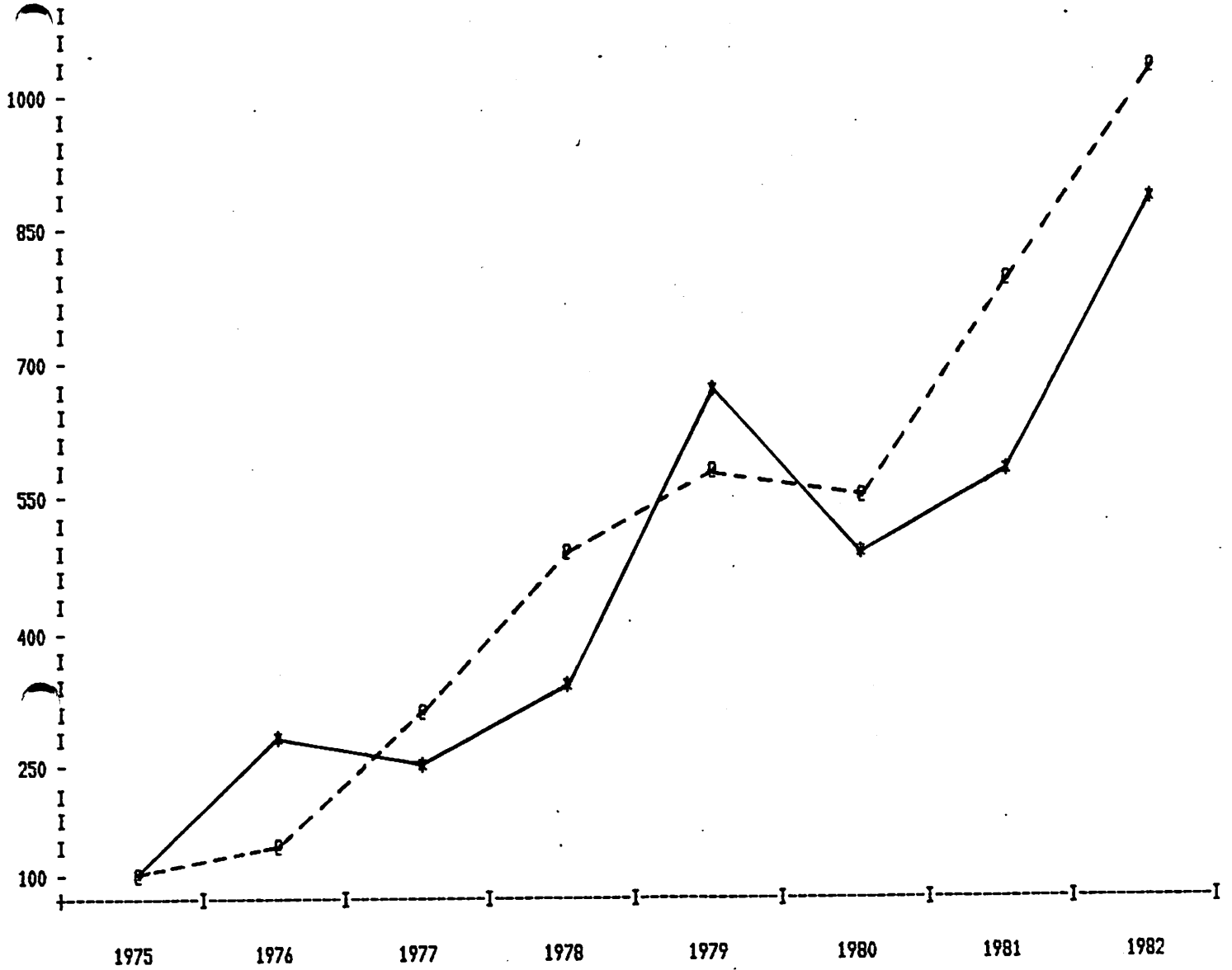
 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * CANNED SALMON PRODUCTION *
 * FOR THE YEARS 1975 THRU 1982 *
 *

ICICLE

INDEX (BASE YEAR 1975) : 1

ALASKA

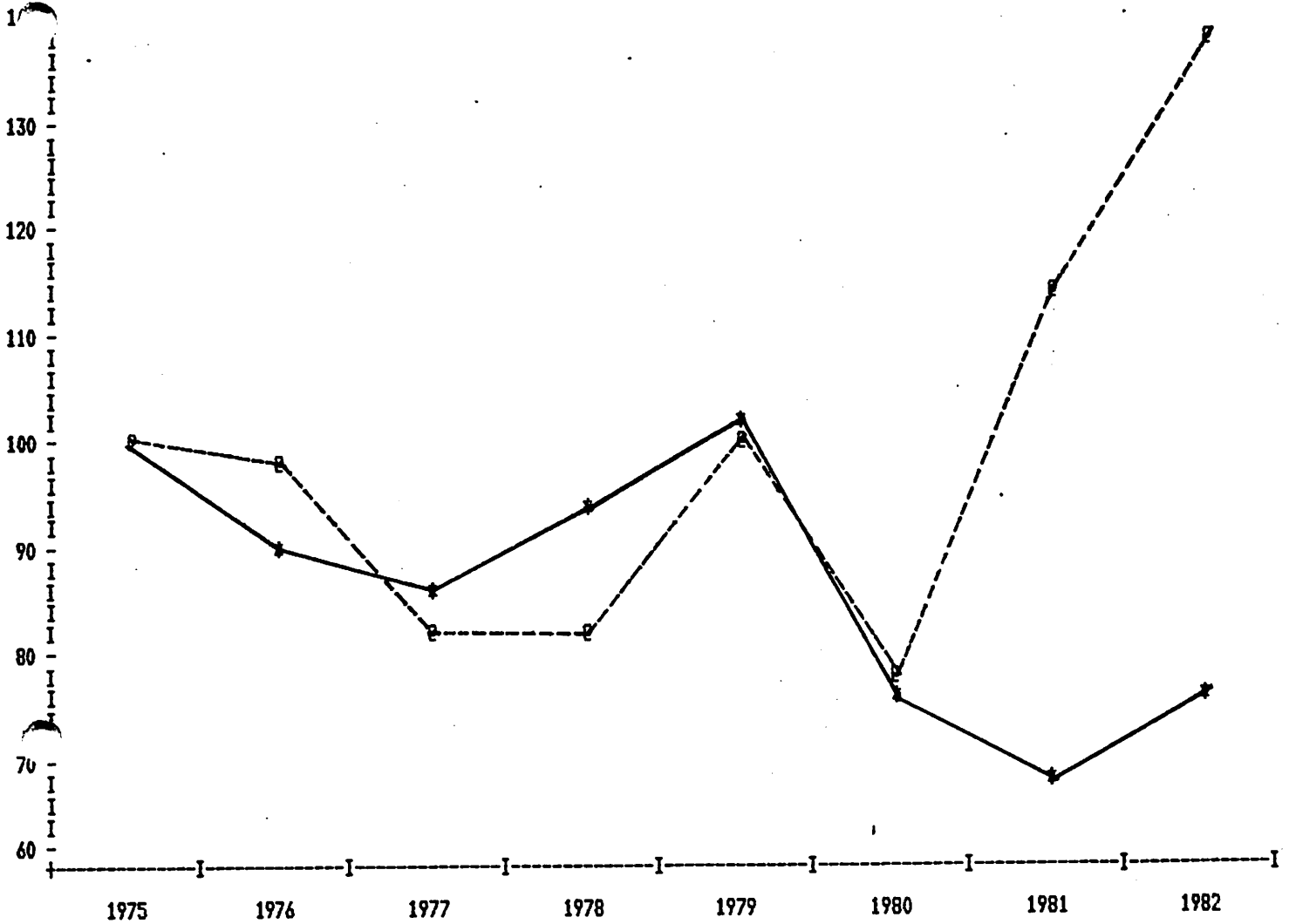
INDEX (BASE YEAR 1975) : 2



	1975	1976	1977	1978	1979	1980	1981	1982
ICICLE								
FINISHED POUNDS (IN THOUSANDS)	3,537	9,754	8,845	11,741	23,877	17,619	19,874	31,120
INDEX (BASE YEAR 1975)	100	276	250	332	675	498	562	880
PERCENTAGE OF ALASKA	12.93	21.16	10.32	9.06	14.85	11.70	9.35	11.11
ALASKA								
FINISHED POUNDS (IN THOUSANDS)	27,358	46,087	85,713	129,610	160,785	150,634	212,653	280,150
INDEX (BASE YEAR 1975)	100	168	313	474	588	551	777	1,024

 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * FROZEN & OTHER SALMON PRODUCTION *
 * FOR THE YEARS 1975 THRU 1982 *
 * *****

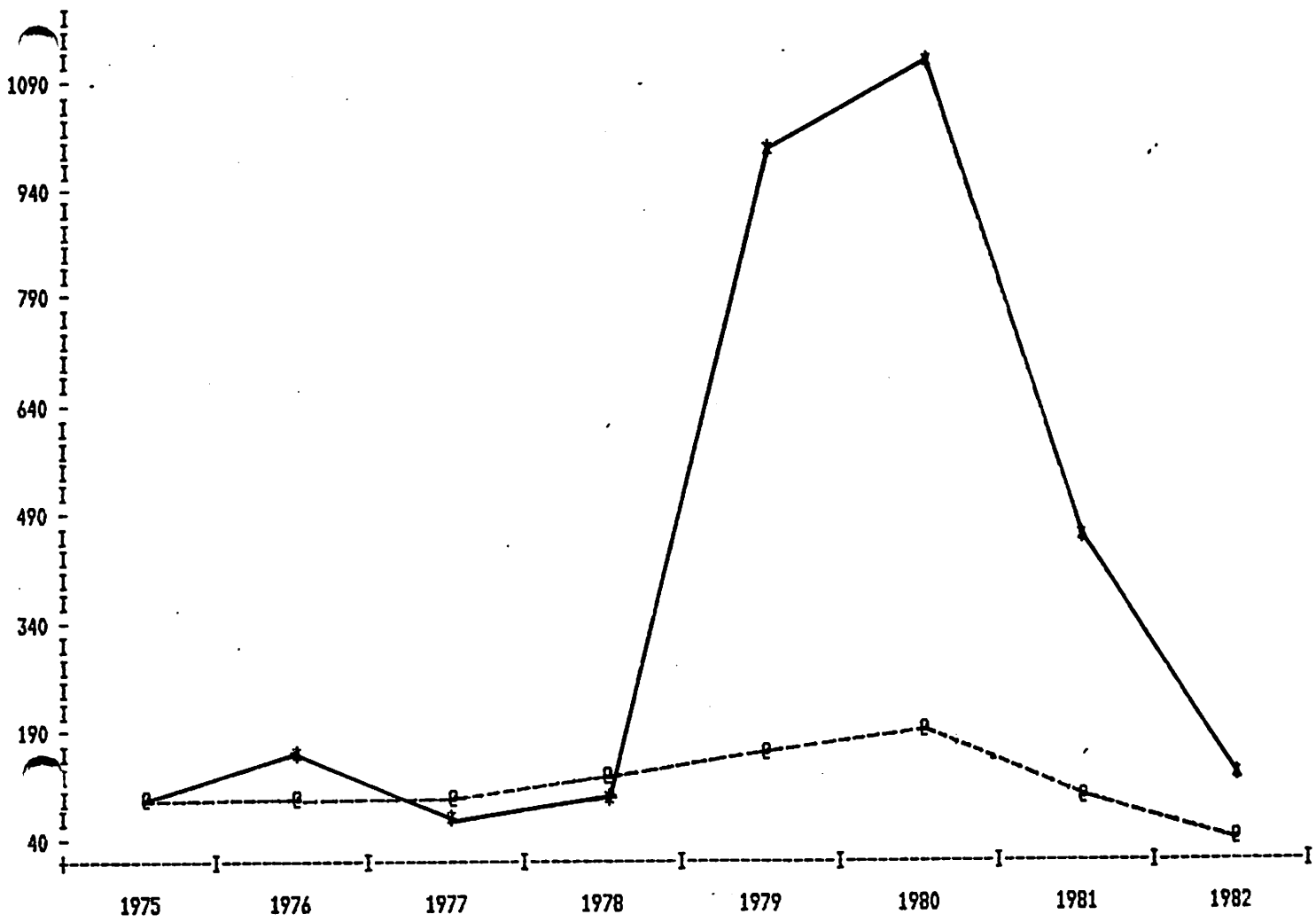
ICICLE INDEX (BASE YEAR 1975) : * _____
 ALASKA INDEX (BASE YEAR 1975) : @ _____



	1975	1976	1977	1978	1979	1980	1981	1982
ICICLE PURCHASED POUNDS (IN THOUSANDS)	6,456	5,763	5,529	5,999	6,551	4,849	4,295	4,854
INDEX (BASE YEAR 1975)	100	89	86	93	101	75	67	75
PERCENTAGE OF ALASKA	43.11	39.54	45.44	49.08	44.16	42.22	25.36	23.67
ALASKA PURCHASED POUNDS (IN THOUSANDS)	14,977	14,575	12,169	12,222	14,836	11,484	16,936	20,510
INDEX (BASE YEAR 1975)	100	97	81	82	99	77	113	137

 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * HALIBUT PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *

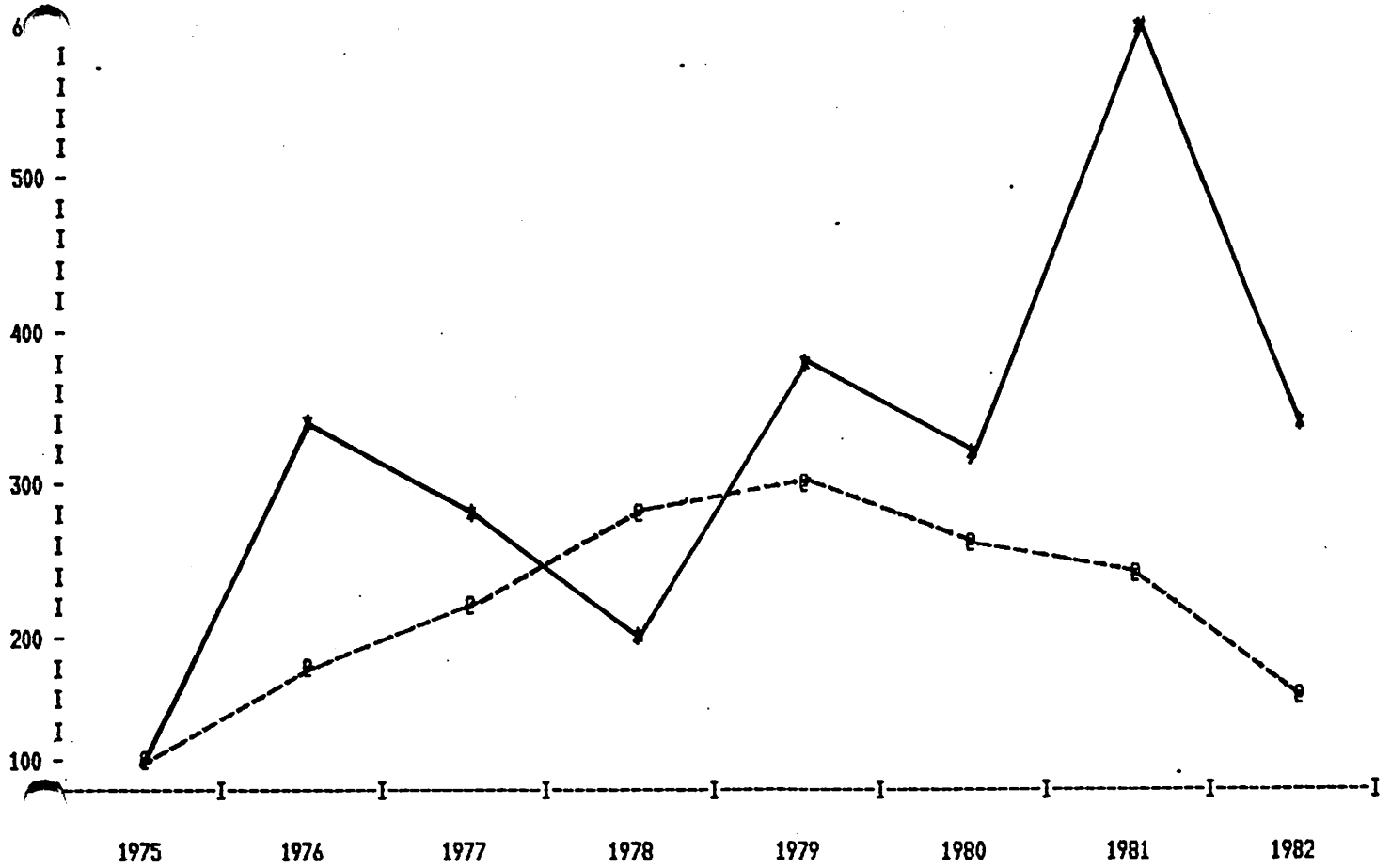
ICICLE INDEX (BASE YEAR 1975) : * _____
 ALASKA INDEX (BASE YEAR 1975) : @ _____



	1975	1976	1977	1978	1979	1980	1981	1982
ICICLE								
PURCHASED POUNDS (IN THOUSANDS)	1,104	1,851	922	1,004	11,020	12,390	4,985	1,557
INDEX (BASE YEAR 1975)	100	168	84	91	998	1,122	452	141
PERCENTAGE OF ALASKA	1.13	1.75	0.93	0.82	7.14	6.70	5.66	3.96
ALASKA								
PURCHASED POUNDS (IN THOUSANDS)	97,629	105,899	99,600	122,930	154,387	185,034	88,054	39,325
INDEX (BASE YEAR 1975)	100	108	102	126	158	190	90	40

 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * KING CRAB PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *

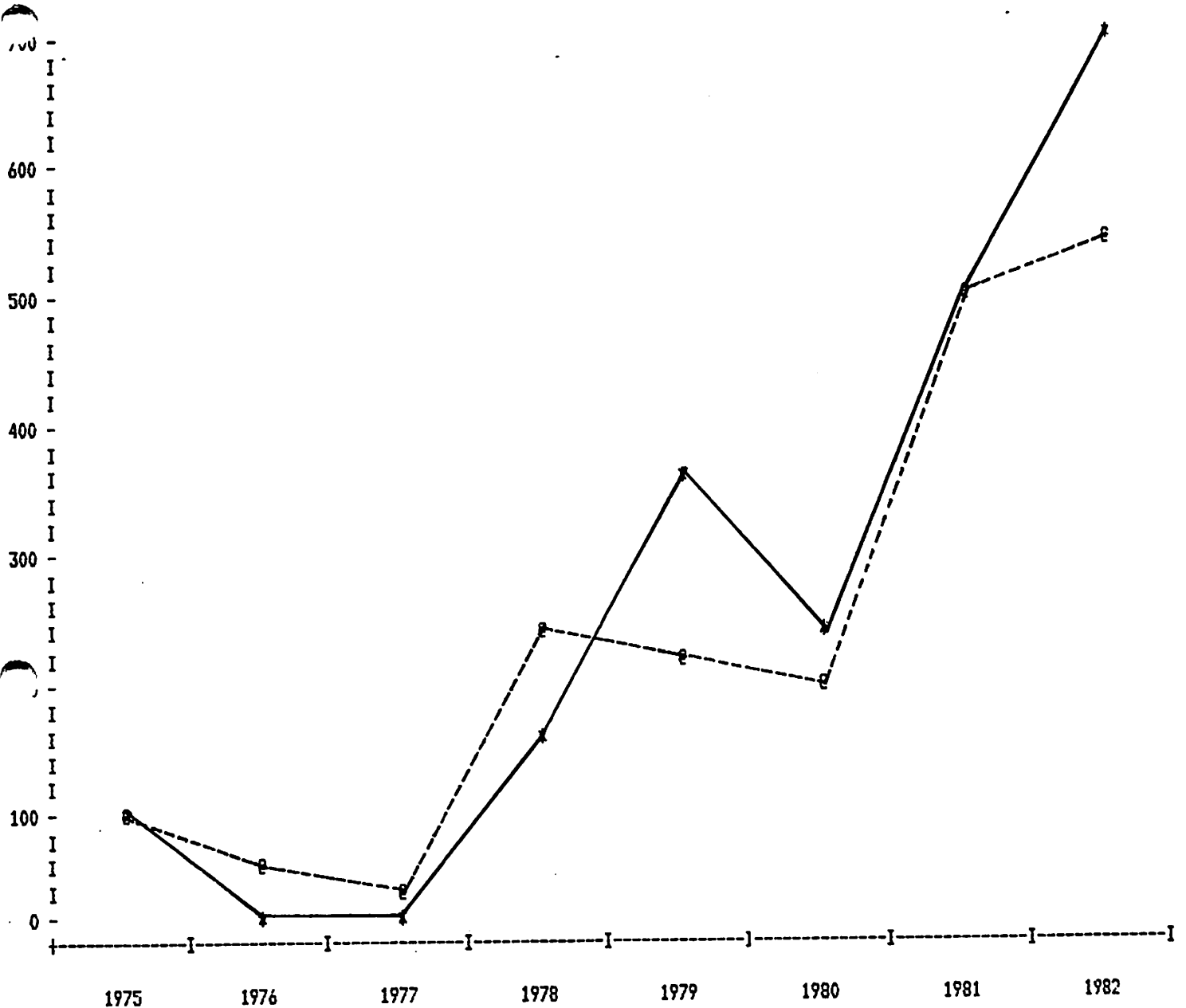
ICICLE
 INDEX (BASE YEAR 1975) : * _____
 ALASKA
 INDEX (BASE YEAR 1975) : @ _____



	1975	1976	1977	1978	1979	1980	1981	1982
*****	*****	*****	*****	*****	*****	*****	*****	*****
ICICLE								
PURCHASED POUNDS (IN THOUSANDS)	1,788	5,838	4,672	3,320	6,622	5,448	10,400	5,983
INDEX (BASE YEAR 1975)	100	327	261	186	370	305	582	335
PERCENTAGE OF ALASKA	3.82	7.23	4.74	2.54	5.04	4.74	9.68	8.70
ALASKA								
PURCHASED POUNDS (IN THOUSANDS)	46,857	80,771	98,464	130,630	131,381	114,921	107,474	68,777
INDEX (BASE YEAR 1975)	100	172	210	279	280	245	229	147

 *
 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * SNOW CRAB PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *
 *

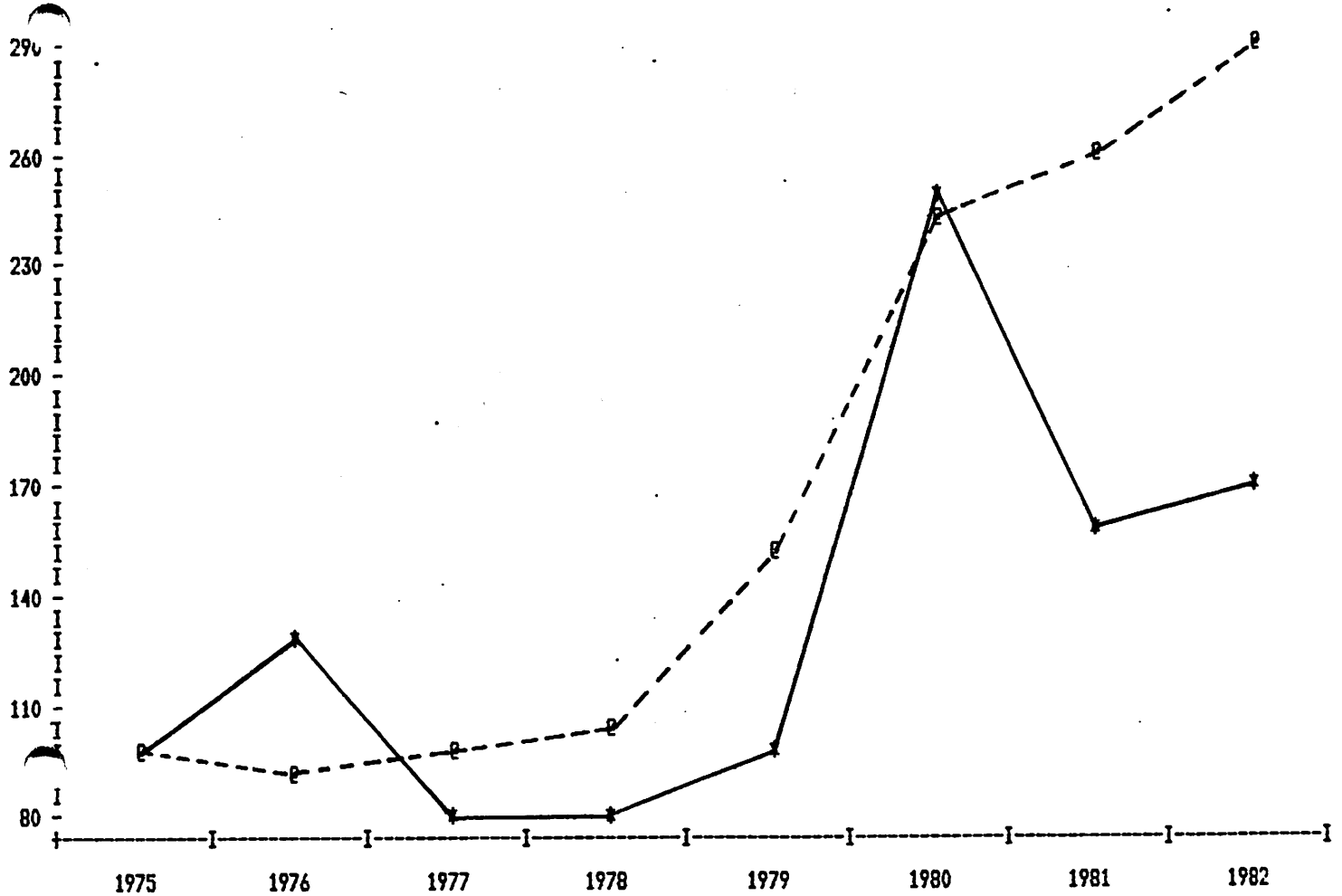
ICICLE
 INDEX (BASE YEAR 1975) : \ast —————
 ALASKA
 INDEX (BASE YEAR 1975) : \square - - - - -



	1975	1976	1977	1978	1979	1980	1981	1982
ICICLE FINISHED POUNDS (IN THOUSANDS)	237	38	2	357	835	543	1,174	1,643
ICICLE INDEX (BASE YEAR 1975)	100	16	1	151	352	229	495	693
ICICLE PERCENTAGE OF ALASKA	7.81	2.46	0.17	4.98	13.18	9.21	7.88	10.39
ALASKA FINISHED POUNDS (IN THOUSANDS)	3,034	1,546	1,160	7,170	6,334	5,895	14,901	15,815
ALASKA INDEX (BASE YEAR 1975)	100	51	38	236	209	194	491	521

 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * DUNGENESS CRAB PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *
 * *****

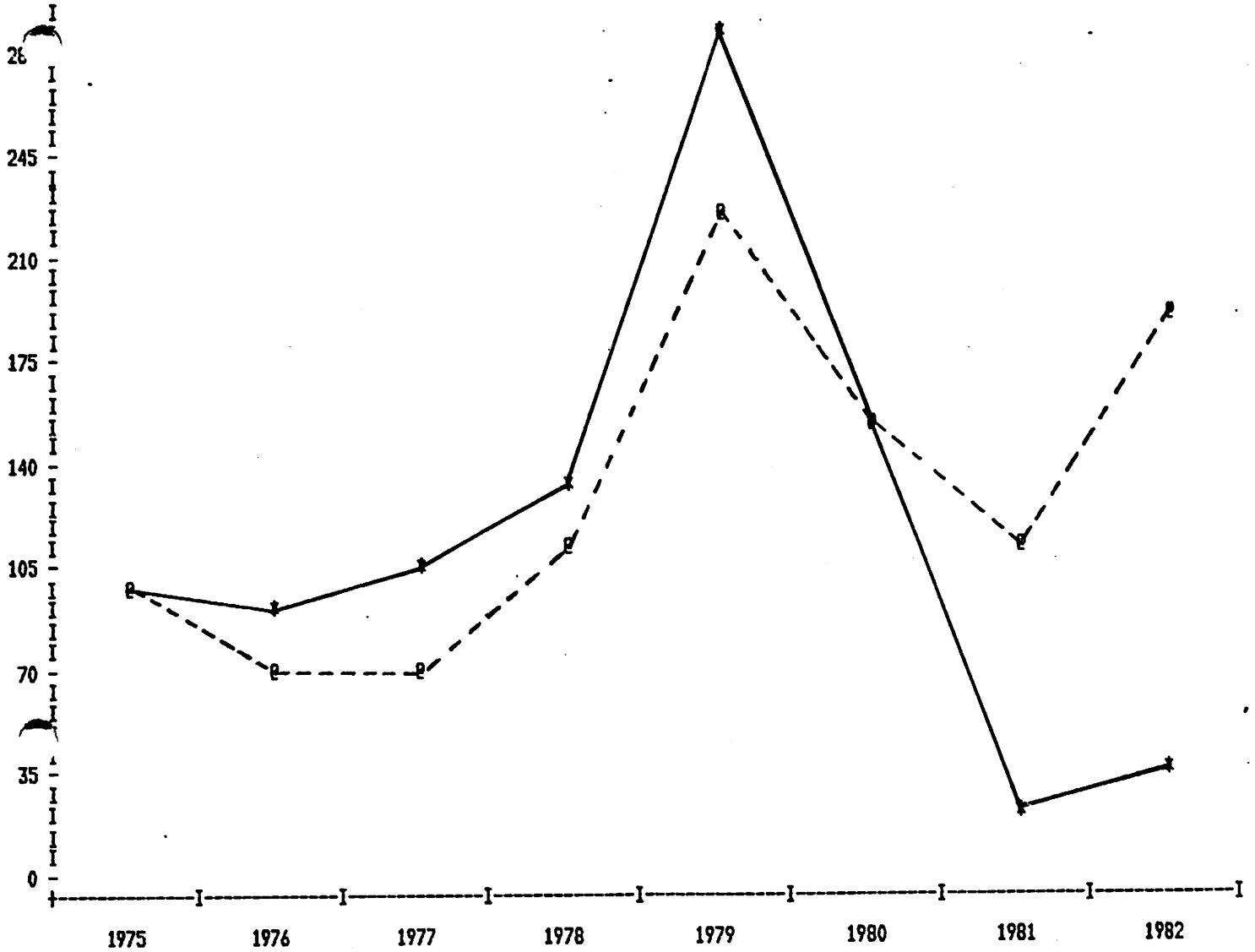
ICICLE INDEX (BASE YEAR 1975) : **▲** —————
 ALASKA INDEX (BASE YEAR 1975) : **□** - - - - -



	1975	1976	1977	1978	1979	1980	1981	1982
ICICLE PURCHASED POUNDS (IN THOUSANDS)	10,251	13,057	8,085	8,206	9,944	25,793	16,487	17,511
ICICLE INDEX (BASE YEAR 1975)	100	127	79	80	97	252	161	171
ICICLE PERCENTAGE OF ALASKA	28.82	40.74	22.80	21.58	18.51	30.19	17.61	16.80
ALASKA PURCHASED POUNDS (IN THOUSANDS)	35,575	32,048	35,454	38,024	53,730	85,432	93,628	104,230
ALASKA INDEX (BASE YEAR 1975)	100	90	100	107	151	240	263	293

 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * HERRING PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *

ICICLE INDEX (BASE YEAR 1975) : **—**
 ALASKA INDEX (BASE YEAR 1975) : **- - -**



	1975	1976	1977	1978	1979	1980	1981	1982
ICICLE								
PURCHASED POUNDS (IN THOUSANDS)	885	838	946	1,169	2,577	1,409	189	301
INDEX (BASE YEAR 1975)	100	95	107	132	291	159	21	34
PERCENTAGE OF ALASKA	36.86	47.24	52.01	42.79	46.97	36.92	6.86	6.62
ALASKA								
PURCHASED POUNDS (IN THOUSANDS)	2,401	1,774	1,819	2,732	5,487	3,816	2,754	4,547
INDEX (BASE YEAR 1975)	100	74	76	114	229	159	115	189

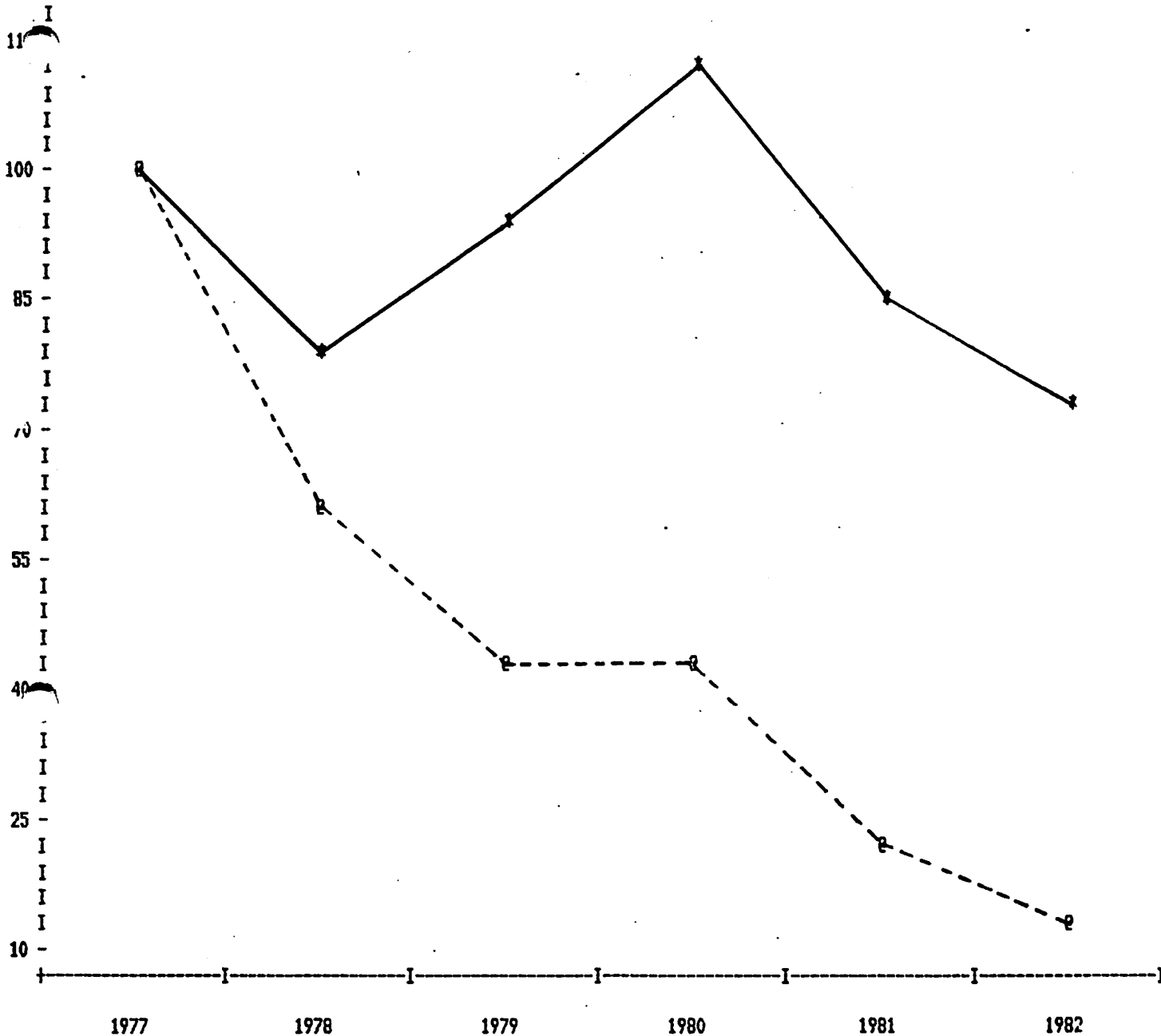
 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * SABLE PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *
 * *****

ICICLE

INDEX (BASE YEAR 1977) : * _____

ALASKA

INDEX (BASE YEAR 1977) : @ _ _ _ _ _



	1977	1978	1979	1980	1981	1982
ICICLE						
FINISHED POUNDS (IN THOUSANDS)	4,672	3,745	4,465	5,269	4,000	3,407
INDEX (BASE YEAR 1977)	100	80	96	113	86	73
PERCENTAGE OF ALASKA	3.99	5.11	8.74	10.22	14.30	20.77
ALASKA						
FINISHED POUNDS (IN THOUSANDS)	116,995	73,330	51,059	51,574	27,972	16,401
INDEX (BASE YEAR 1977)	100	63	44	44	24	14

 * ICICLE SEAFOODS, INC. & SUBSIDIARIES *
 * SHRIMP PURCHASES *
 * FOR THE YEARS 1975 THRU 1982 *

THE SABLEFISH JOINT VENTURE

PRODUCT MARKETING

The ICICLE marketing program has changed dramatically over the last several years. Originally, ICICLE, as was common in the Industry, was primarily a production company. Bulk products were distributed through independent food brokers to secondary processors or distributors who assumed the function of placing the product in more acceptable form and quantity. There was little or no brand identification. In recent years, ICICLE has developed a strong marketing organization focusing upon a world-wide food service market. This market consists of hotels, restaurants, clubs, hospitals, fast food outlets, and other institutions and is the largest and fastest growing segment of seafood utilization. Quality and brand recognition are extremely important to this market. ICICLE has developed a line of processed west coast seafood products that are in form and quantity most usable for this market.

ICICLE sales over the last few years have been in the following geographic areas:

United States	37%
Japan	40%
Europe	17%
Canada and Others	6%

80% to 85% of ICICLE's sales have been of fresh and frozen product and 15% to 20% consists of canned salmon.

Until recently, substantially all of the canned salmon sales of the Company and its subsidiaries were made through Kelley-Clarke Company, a major food broker which services local and regional food chains and other outlets. Almost all of the canned products sold in this manner bear the broker's proprietary labels. The remaining output was sold directly by the Company to institutional buyers and food chains in the United States, Japan and Western European countries. In recent years, the Company has greatly expanded its direct sales program to institutional buyers and food chains for resale under the buyer's own brand names or brand names

of others. In addition, the Company has been a pioneer in developing generic-labeled canned salmon as a means of quickly disposing of its lower grade production.

As with most Northwest seafood products, Black Cod has an international market with the primary consuming nations being Japan and the United States. ICICLE has, however, sold small quantities of Black Cod in Western Europe and the Republic of China in recent years. Below is a table showing the catch by U.S. and Japanese fishermen during the last few years. As can be seen, the success of the Japanese fleet in obtaining product has a direct effect on the quantity that is necessary for the Japanese to import.

<u>UNITED STATES LANDINGS:</u> ¹ (In Pounds)	<u>BLACK COD CATCH & CONSUMPTION</u>		
	1980	1981	1982
ALASKA	3,644,000	2,753,000	3,055,000 ²
WASHINGTON	3,226,000	5,726,000	9,191,000 ²
OREGON	6,026,000	5,165,000	11,107,000
CALIFORNIA	<u>11,487,000</u>	<u>14,701,000</u>	<u>20,303,000</u>
TOTAL U.S.	<u>24,383,000</u>	<u>28,345,000</u>	<u>43,656,000</u>

<u>JAPANESE SUPPLY OF BLACK COD:</u> ³ From:			
	1980	1981	1982
MOTHER BOATS	6,600,000	4,400,000	2,200,000
TRAWLERS	14,300,000	12,100,000	8,800,000
LOGLINE	<u>14,300,000</u>	<u>12,100,000</u>	<u>13,200,000</u>
DOMESTIC TOTAL	35,200,000	28,600,000	24,200,000
IMPORTS	<u>7,700,000</u>	<u>11,000,000</u>	<u>14,300,000</u>
TOTAL	<u>42,900,000</u>	<u>39,600,000</u>	<u>38,500,000</u>

¹ Preliminary for 1981 and 1982

² Apparently included 1,487,000 lbs. caught off Alaska

³ Japanese data is from unofficial sources, it is assumed to be reliable.

ICICLE is confident that it has the ability to market the quantity of Black Cod being proposed in the Black Cod Joint Venture. This can be verified by noting that from our production graphs, we have produced and marketed as much as 2,500,000 pounds in one year.

FISHERMEN PRICES

The prices paid to fishermen for their Black Cod production is probably as variable as any specie caught within Alaskan waters. Prices in recent years have fluctuated widely. During 1981, the price paid to fishermen for Western Cut 5/up Black Cod ranged from a low in January of \$.40 per pound to a high in December of \$.70 per pound. This is a variance of 75%! During the current year, prices for this same product have decreased from a high in January of \$.85 per pound to a low of \$.60 per pound. Recently, some producers have refused to buy Western Cut Black Cod and were only accepting deliveries of Eastern or Japanese Cut. This product traditionally has a different pricing structure to the fisherman.

The Western Cut and Eastern Cut prices we are currently paying for #1 Black Cod delivered to our Seward plant are as follows: T

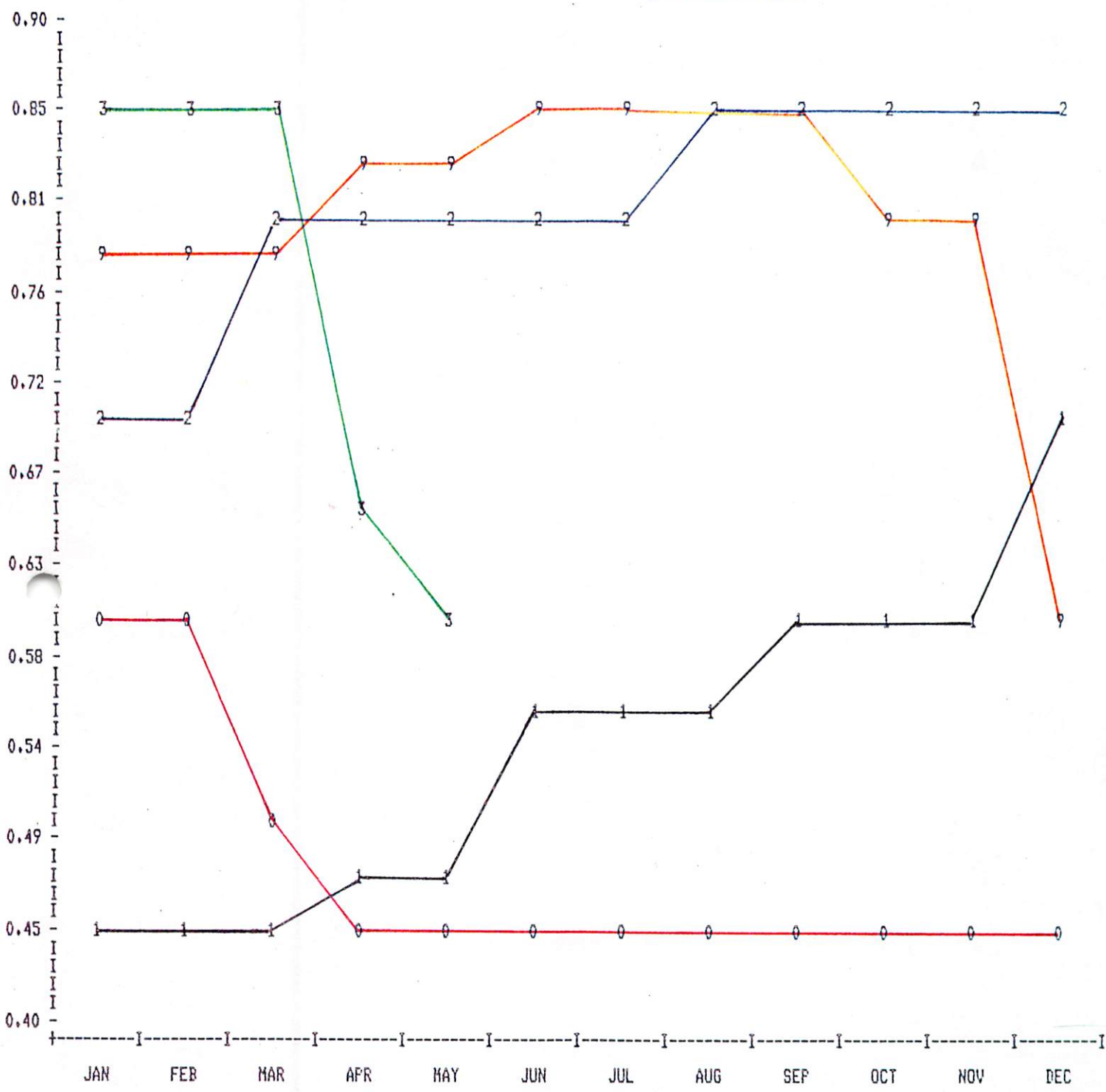
<u>WESTERN CUT</u>		<u>EASTERN CUT</u>	
5 lbs./up	\$.65	7 lbs./up	\$.75
Under/5 lbs.	.30	5 lbs./7 lbs.	.70
		4 lbs./5 lbs.	.60
		2 lbs./4 lbs.	.35

The pricing structure for Black Cod is influenced by the supply/demand curve, the state of the economy, etc. Of course, any additional production available directly to the Japanese will be that much of the Japanese market not available to the U.S. producer. The availability of a Japanese market does have an influence on prices paid by U.S. producers.

On the next page is a graph which shows the fluctuation in #1 5/up Western Cut Black Cod prices over the last several years.

BLACK COD PRICE TO FISHERMEN - 5/UP WESTERN DRESS
 JANUARY 1, 1979 THRU MAY 15, 1983

CALANDER YEAR 1979 : 9
 CALANDER YEAR 1980 : 0
 CALANDER YEAR 1981 : 1
 CALANDER YEAR 1982 : 2
 CALANDER YEAR 1983 : 3



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
CALANDER YEAR 1979	0.78	0.78	0.78	0.82	0.82	0.85	0.85	0.85	0.85	0.80	0.80	0.60
CALANDER YEAR 1980	0.60	0.60	0.50	0.45	0.45	0.45	0.45	0.45	0.45	0.45	0.45	0.45
CALANDER YEAR 1981	0.45	0.45	0.45	0.47	0.47	0.55	0.55	0.55	0.60	0.60	0.60	0.70
CALANDER YEAR 1982	0.70	0.70	0.80	0.80	0.80	0.80	0.80	0.85	0.85	0.85	0.85	0.85
CALANDER YEAR 1983	0.85	0.85	0.85	0.65	0.60	NA	NA	NA	NA	NA	NA	NA

FEASIBILITY

Icicle Seafoods, Inc., already participates in the developing U.S. fishery in this area through our processing plant at Seward, Alaska. From August, 1982 through May, 1983, Seward received 13 deliveries by U.S. longliner vessels of sablefish caught in the West Yakutat area. Two were from Cape Suckling. Eight were from Middleton Island. Two were from Cape Yakataga. One was from Yakutat Bay. The runs of the longliner vessels from the fishing grounds to Seward ranged from 110 to 330 miles with an average of 160 miles. One vessel even ran from the Fairweather Grounds for a distance of 440 miles. The center of the proposed fishing grounds for the foreign joint venture is Cape St. Elias--approximately 165 miles from Seward. Historical catch data and distances are substantiated by the statistical area charts and deliveries chart included on pages 26 and 27.

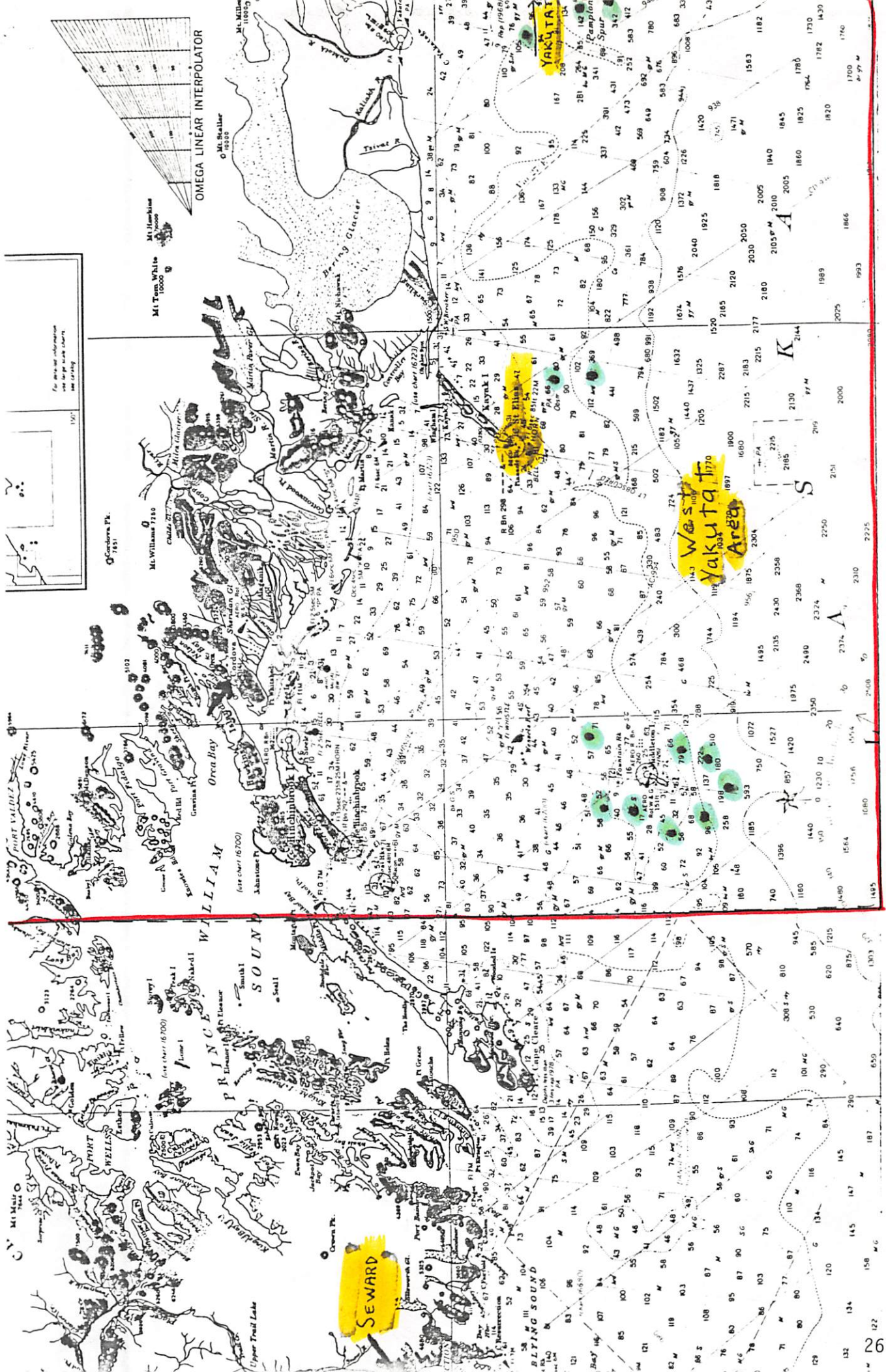
We have had conversations with several fishermen who have expressed interest in fishing Black Cod out of Seward between the halibut openings. Below is a list of some of those vessels.

<u>BOAT</u>	<u>OWNER/OPERATOR</u>
Tordenskjold	Marvin Gjerde
Republic	Duey Torgeson
Quest	Dean Adams
Grant	Jack Knutsen
Masonic	Calvin Falk
Leviathan	Dave Olsen
Ocean Challenger	Arve Jardstrom ¹
Nancy Kay	Jack Phillips
Portlock	Dexter Kyle
Eclipse	Kelly Brenan ¹

¹These vessels have made recent deliveries to Seward and Homer of fish caught in the West Yakutat area.

Ward Fisheries, 1982 - May 1983
 Sablefish Deliveries, West Yakutat Area
 Runs: 110-310 miles Seward to Cape St. Elias
 Avg. 160 miles ~ 165 miles

identifies catch location
 for a delivery to Seward



SEWARD FISHERIES
1982 - May 1983

Black Cod Deliveries
West Yakutat Area
140° - 147° W.

<u>Date</u>	<u>Catch Location</u>	<u>Run to Deliver (Approx.)</u>
08/02/82	Middleton Is. (202-11)	110 Miles
08/12/82	S. Middleton Is. (202-13)	125 Miles
08/13/82	S. Middleton Is. (202-13)	125 Miles
10/14/82	Cape Yakataga (186-30)	240 Miles
11/26/82	Cape Yakataga (186-30)	240 Miles
01/10/83	Middleton Is. (227-40)	110 Miles
03/07/83	Middleton Is. (227-40)	110 Miles
03/07/83	Middleton Is. (202-11)	110 Miles
03/21/83	Cape Suckling (202-10)	180 Miles
04/07/83	Middleton Is. (202-11)	110 Miles
04/23/83	Cape Suckling (202-10)	180 Miles
04/29/83	Middleton Is. (202-11)	110 Miles
05/12/83	Yakutat Bay (184-30)	*310 Miles

* At the same time this vessel was delivering a catch
from the Fairweather Grounds - 440 Miles

Total Catch involved 5 vessels for 61.35 mt.

Average Run - 160 Miles





CAPACITY

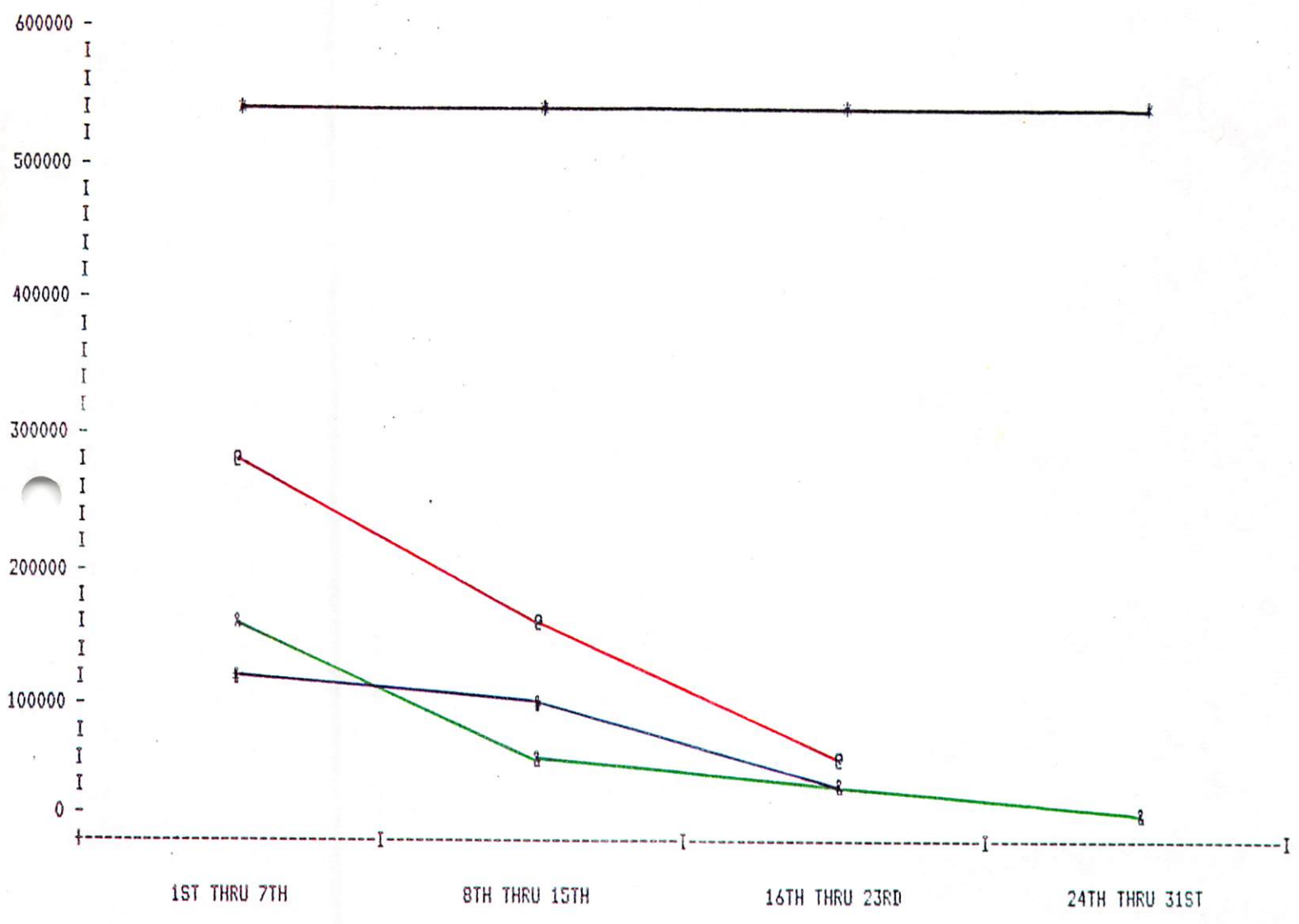
Both our Seward and Homer facilities will have available capacity during the month of August. We would prefer all deliveries to be made in Seward since we are better prepared to handle a longline fleet at this location. If necessary, we would truck product to Homer for processing. The chart on page 29 indicates the daily capacity which was available at these facilities during August of 1982. We have no reason to believe August of 1983 will be much different than the previous year.

EMPLOYMENT

The chart on page 30 outlines the employment which would be generated by a typical 35,000 pound Black Cod trip delivered to our Seward plant. As you can see, the trip would provide 254 hours of employment which otherwise would not be available. It should not be assumed that this relationship would continue for larger volumes consistently available since the timing and size of the deliveries and the continuity of supply would have an influence on crew efficiency, overtime required, etc. Based upon continuous halibut production, we can say that 800,000 pounds of production would result in approximately 5,000 hours of employment. In addition to the direct payroll generated by this activity, our employees would enjoy extended health care benefits, added ICICLE pension benefits and additional FICA contributions.

CAPACITY AVAILABLE FOR BLACK COD VENTURE
 BASED UPON PRODUCTION FOR
 AUGUST 1, 1982 THRU AUGUST 31, 1982

TOTAL DAILY CAPACITY : 
 TOTAL AVE. DAILY PRODUCTION : 
 SEWARD AVE. DAILY PRODUCTION : 
 HOMER AVE. DAILY PRODUCTION : 



----- AUGUST, 1982 -----

	1ST THRU 7TH	8TH THRU 15TH	16TH THRU 23RD	24TH THRU 31ST
TOTAL DAILY CAPACITY	525,000	525,000	525,000	525,000
TOTAL AVE. DAILY PRODUCTION	265,100	146,000	59,100	11,800
TOTAL AVE. AVAILABLE DAILY CAPACITY	259,900	379,000	465,900	513,200

HOURS OF EMPLOYMENT
 BLACK COD MANNING SCHEDULE
 (35,000 Pound Black Cod Trip)

<u>JOB/FUNCTION</u>	<u>PEOPLE REQUIRED</u>	<u>HOURS PER PERSON</u>	<u>TOTAL HOURS</u>
Unloaders	4	8	32
Washers	4	10	40
Graders	2	10	20
Rackers	3	10	30
Glazers	2	10	20
Packers	5	10	50
Utility	3	10	30
Clean Up	4	8	<u>32</u>
TOTAL HOURS			<u><u>254</u></u>