

News Release



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IPHC NOTIFIES INDUSTRY OF HALIBUT SALES IN 2001 AND SEEKS PROPOSALS FOR ALTERNATIVE SALE ARRANGEMENTS

The International Pacific Halibut Commission (IPHC) will be conducting research operations off Oregon, Washington, British Columbia and Alaska during 2001 and will be landing halibut caught during the operations to offset costs associated with conducting the research programs. This news release is intended to notify the industry of IPHC's sales plans and requests proposals for fish sales arrangements, including direct sales arrangements with individual buyers.

We anticipate that all landings will occur between May and September 2001. Approximately 15 vessels will be involved in the survey, and average trip size usually ranges from 20,000 to 50,000 pounds of halibut. Small amounts of rockfish and Pacific cod may also be landed. All of the fish will be well iced, and will generally be from five to eight days old. Suggestions from industry on how IPHC can maximize fish quality or improve fish sales are welcome.

In recent years, the Commission has sold fish through a competitive bidding process at ports where multiple buyers were able to participate. In 2001, the Commission will consider alternative arrangements, including making direct sales arrangements with individual buyers. These arrangements could include offloading at all ports close to or within a vessel's area of operation. The change to direct sales arrangements is a result of suggestions received from the halibut industry, and reflects the Commission objective of obtaining fair market prices when selling research fish. A competitive bidding process may also be used on a more limited basis in 2001, particularly if satisfactory direct sales arrangements can not be made.

Buyers interested in direct sales arrangements should submit a detailed proposal to IPHC by March 1, 2001. Such proposals should include:

- 1) information on sales arrangements (including fish price or brokering charges);
- 2) landing requirements (such as location, quantity, schedules, age of fish);
- 3) provision of additional benefits (such as ice, bait storage, or other services);
- 4) specific details on how fair market price will be determined;
- 5) your willingness to buy the fish in all market conditions;
- 6) your ability to buy the fish throughout the survey season (during salmon and groundfish landing periods);
- 7) the timing of the settlements after the landings are made; and
- 8) the company's experience in buying halibut and financial stability.

For further information, please contact Steve Hoag (ext. 214), Claude Dykstra (ext. 213) or Heather Gilroy (ext. 206) at (206) 634-1838.

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