



31 March 2017

### **IPHC NEWS RELEASE 2017-04**

#### **IPHC NOTIFIES INDUSTRY OF HALIBUT SALES IN 2017 AND SEEKS BUYERS INTERESTED IN IPHC RESEARCH FISH**

The International Pacific Halibut Commission (IPHC, or Commission) will be conducting research operations off northern California, Oregon, Washington, British Columbia, and Alaska during 2017 and will be selling Pacific halibut caught and sampled during the operations to offset costs associated with conducting the research. This news release is intended to notify industry of the IPHC plan to sell fish and to update lists of interested buyers in ports where IPHC-chartered boats will offload catch.

Approximately 15 vessels will be involved in the research stock assessment survey, with landings between early June and early September. Average trip poundage for Pacific halibut will range from 5,000 to 35,000 pounds, plus lesser amounts of rockfish and Pacific cod. All of the fish will be well-iced, and the Commission will attempt to keep all of the fish less than six days old when selling into fresh fish markets. Older fish may be landed when selling into frozen markets or as required by specific projects. The age of fish will always be communicated in the sales announcement. Suggestions from industry on how the IPHC can maximize fish quality or improve fish sales procedures are welcome.

Sales will be awarded based on our objectives of achieving a fair market price and distributing sales among buyers and ports. Sale agreements will be based on prices at the time of the sale. The Commission will not enter into any consignment or profit-sharing arrangements. The Commission plans to contact interested Pacific halibut buyers prior to each landing. Preferences will be given to buyers with a history of successfully marketing Pacific halibut and following ethical business practices. In awarding sales, the Commission will consider: (1) price; (2) the number of years buyers have been buying and marketing Pacific halibut; (3) how fish are graded **at the dock**, including the determination of No. 2 Pacific halibut and chalky fish; and (4) promptness in settlements following deliveries. Obtaining a fair market price will be a primary consideration in awarding fish sales, but the Commission may award sales to buyers with slightly lower prices in consideration of the factors listed above. The Commission will also attempt to distribute sales among as many qualified buyers as possible, subject to fair market value. For deliveries in Washington and Oregon, fish from all offloads may be awarded to a single buyer.

**All buyers (including those with past IPHC sales history)** interested in purchasing IPHC research fish in 2017 should complete the attached *Interested Buyer Form* and mail, fax, or email to Eric Soderlund (eric@iphc.int) at the Commission **before 1 May 2017**. **It may be easiest for you to complete this form online ([www.iphc.int/research/surveys/surveyfishbuyers.html](http://www.iphc.int/research/surveys/surveyfishbuyers.html))**. Replying to this news release will ensure you are kept informed of purchasing opportunities throughout our field season. For further information, please contact Eric Soderlund at (206) 552-7678.

- END -

Dr. David Wilson  
Executive Director  
Phone: (206) 634-1838  
Fax: (206) 632-2983  
Web: [www.iphc.int](http://www.iphc.int)



## International Pacific Halibut Commission Interested Buyer Information 2017

**To participate in bidding for sales of fish from IPHC stock assessment survey and research vessel landings**, please provide the following information and fax ((206) 632-2983), mail (2320 W. Commodore Way Suite 300, Seattle, WA 98199-1287), or email ([eric@iphc.int](mailto:eric@iphc.int)) to Eric Soderlund by 1 May 2017. This form may be easier to complete online at [www.iphc.int/Research/Surveys/SurveyFishBuyers](http://www.iphc.int/Research/Surveys/SurveyFishBuyers).

I have read and agree to the terms and conditions presented on the reverse side of this sheet.

<b>Company name</b>	
Street	
City	
State / Province	
Postal code	
Tax ID (EIN)	
General phone	
<b>Buyer name</b>	
Primary phone	
Other phone	
Fax	
Email	
Notify by	Email    Fax    (circle appropriate)
<b>Alternate authorized bidder name:</b>	
Phone	
Email	
Location	

### Indicate ports of interest:

✓	Port	Date range
	Adak	
	Akutan	
	Atka	
	Bellingham	
	Chignik	
	Cordova	
	Dutch Harbor	
	Homer	
	Juneau	
	Ketchikan	
	King Cove	
	Kodiak	
	Oregon (list ports)	
	Petersburg	

✓	Port	Date range
	Port Hardy	
	Prince Rupert	
	Sand Point	
	Seward	
	Sitka	
	St. Paul	
	Tofino/Ucluelet	
	Valdez	
	Vancouver	
	Victoria	
	Washington (list ports)	
	Yakutat	
	Other ports:	

Additional comments or contact info:



# International Pacific Halibut Commission



## IPHC Survey Fish Sales Terms and Conditions

1. All purchases are F.O.B. origin.
2. Payment is due fifteen (15) days from day of offload. Outstanding payments may result in suspension from future bidding.
3. Payment may be made by check or bank transfer. To initiate a transfer contact Eric Soderlund for the appropriate wire transfer routing information and routing slip.
4. Any quality complaints must be conveyed to the IPHC field biologist monitoring the offload at the time of offload and must be documented on IPHC's Fish Quality Checklist, which must be signed by the plant or contract quality inspector at the offload location.
5. Bidders must specify any deductions for chalky halibut. If no chalky fish price is given in the bid, no deduction for chalky fish will be honored by the IPHC.
6. If a buyer downgrades halibut (i.e., assess them at number two quality) due to conditions such as gaff marks and shark bites, a price paid for this grade must be stated in the bid. If a *number two price* (#2) is not presented in the bid, it will be understood that no reduction of the number one price will be made for fish deemed number two quality. Number two prices may not be submitted after the bidding closes.
7. Payment for fish offloaded in Canada may be made in USD or CAD; and, if the payment will be in USD, "Payment in USD" must be stated in the submitted bid. For payments in USD for fish offloaded in Canada, the average currency exchange rate published on Oanda.com (Interbank +1%) on the day the bid is received will be used. When "Payment in USD" is indicated on the bid, the buyer will be invoiced in USD.