

SCOMM

131:10

HOUSE BILL NO. 89

IN THE LEGISLATURE OF THE STATE OF ALASKA

TWENTY-THIRD LEGISLATURE - FIRST SESSION

BY REPRESENTATIVE STEVENS

Introduced: 2/10/03

Referred: House Special Committee on Fisheries, Resources

A BILL

FOR AN ACT ENTITLED

1 "An Act relating to standards for chilling and delivery of commercially caught salmon;
2 and providing for an effective date."

3 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:

4 * Section 1. The uncodified law of the State of Alaska is amended by adding a new section
5 to read:

6 FINDINGS AND INTENT. (a) The Alaska State Legislature finds that

7 (1) it is essential that the Alaska salmon industry produce a high quality
8 seafood product in order to maintain the value and reputation of Alaska salmon throughout
9 the world and stay competitive in the market;

10 (2) the most effective means for fishermen to maintain the highest quality of
11 salmon are to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling
12 processes and to deliver salmon promptly to a processor after the salmon are caught;

13 (3) mandatory standards for chilling of salmon at the time of capture will
14 impose significant costs on the Alaska salmon fishing fleet for the acquisition, installation,

"most effective"

- where, what species,
what product, what
mkt.

- does "effective" include
cost-effective. Is it
regionally / community
practical.

1 and maintenance of the equipment necessary to comply with the chilling standards; and

2 (4) assistance and funding must be made available to the Alaska salmon
3 fishing fleet so that it can afford to come into statewide compliance with the mandatory
4 chilling standards by January 1, 2008.

5 (b) It is the intent of the Alaska State Legislature to seek and encourage support in
6 the form of grants, loans, and technical assistance from federal, state, and other sources to
7 offset the significant costs of modernizing the Alaska salmon fishing fleet to meet the
8 mandatory standards for chilling of salmon to be established under this Act.

9 * Sec. 2. AS 17.20 is amended by adding a new section to read:

10 **Sec. 17.20.069. Standards for chilling and delivery of salmon taken in a**
11 **commercial fishery.** The commissioner, after consultation with the Alaska Seafood
12 Marketing Institute, shall develop mandatory standards for chilling of salmon at the
13 time of capture, prompt delivery of salmon to a seafood processing facility after the
14 salmon is caught, or both chilling at the time of capture and prompt delivery to a
15 seafood processing facility.

16 * Sec. 3. The uncodified law of the State of Alaska is amended by adding a new section to
17 read:

18 **ADOPTION OF SALMON CHILLING AND DELIVERY STANDARDS.** The
19 commissioner of environmental conservation shall adopt by regulation salmon chilling and
20 delivery standards under AS 17.20.069, added by sec. 2 of this Act, on or before January 1,
21 2004. The commissioner shall implement the standards throughout the state by January 1,
22 2008.

23 * Sec. 4. This Act takes effect immediately under AS 01.10.070(c).

- Coincides w/ product
development Tax credit

THE
FOLLOWING
DOCUMENT(S)
ARE
POOR
ORIGINAL
COPIES

Sectional Analysis

Quality

"An Act relating to standards for chilling and delivery of commercially caught salmon; and providing for an effective date." 23-LS0321V

Intent

To increase the quality of Alaska salmon through the implementation of mandatory chilling and delivery standards.

Sectional Analysis

Section 1.

- Amends the uncodified law of the State of Alaska by adding a new section containing findings and intent.
- The legislature finds it is essential that the Alaska salmon industry produce a high quality seafood product.
- The legislature finds the most effective means for fishermen to maintain quality is through various forms of chilling and through prompt delivery to a processor.
- The legislature finds that mandatory standards for chilling will impose significant costs.
- The legislature finds that assistance and funding must be made available.
- The legislature intends to seek and encourage financial support and technical assistance through federal, state, and other sources to offset these costs.

Section 2.

- Amends AS 17.20.069 to require the commissioner of the Department of Environmental Conservation, after consultation with the Alaska Seafood Marketing Institute, to develop mandatory standards for chilling and delivery of salmon taken in a salmon fishery.
- The standards shall include minimum requirements for chilling of salmon at the time of capture or prompt delivery of salmon to a seafood processing facility or both.

Section 3.

- Amends the uncodified law of the State of Alaska by adding a new section requiring the commissioner of the Department of Environmental Conservation to adopt by regulation salmon chilling and delivery standards under Section 2 on or before January 1, 2004.
- The commissioner shall implement the standards throughout the state by January 1, 2008.

Section 4.

- Establishes an immediate effective date.

Joint Legislative Salmon Industry Task Force

Legislative Members

Senator Ben Stevens, Chair
Representative Gary Stevens, Vice-Chair
Senator Kim Elton
Representative Bill Williams
Senator Alan Austerman, Alternate
Representative Drew Scalzi, Alternate



Public Members

Sue Aspelund
Sam Cotten
Duncan Fields
Don Giles
John Lowrance
Robin Samuelsen
Gary Slaven
Stephanie Madsen, Alternate
Chris Moss, Alternate

SPONSOR STATEMENT

House Bill 89

"An Act relating to standards for chilling and delivery of commercially caught salmon; and providing for an effective date."

The Joint Legislative Salmon Industry Task Force, particularly through its Quality Subcommittee, heard convincing testimony to the importance of having high quality salmon if Alaska is to compete in the world market. Chilling salmon is essential to quality control.

Many vessels have installed chilling systems and other fishermen are bleeding fish and icing their harvests. In many areas of the state, fish are being delivered to processing facilities in a more timely manner than they have in previous years. Tendering vessels are also utilizing chilling systems.

While industry members have undertaken these efforts voluntarily, there remains no mandatory chilling standard for Alaska salmon. Several public-private quality programs have been initiated and those who participate do so voluntarily. Participants must meet the standards of these programs to participate and third party inspections guarantee adherence to the standards. These programs have produced high quality salmon but the total number of participants and salmon is low compared to the state's total harvest.

House Bill 89 proposes establishing mandatory chilling and delivery standards. The Task Force clearly recognizes the daunting challenge this poses. The vastness of coastal Alaska, the lack of infrastructure, the dramatic decline in the overall value of salmon, and the costs associated with a mandatory program are all causes for concern. Nonetheless, the Task Force recognizes the critical importance of a high quality product in the marketplace.

SPONSOR STATEMENT



Sept. 27, 2002

Sen. Ben Stevens, Chair
Joint Legislative Industry Salmon Task Force
State Capitol
Juneau, Alaska 99811

Dear Sen. Stevens:

For many years Alaska Salmon owned the world markets. Salmon farming has changed that. We all are aware of the severe impacts the reduction in value is having on our state salmon fisheries. Farmed salmon has saturated the market with fish that has not only impacted our price but also set new standards for consistency and freshness. At the same time, a reputation for hit or miss quality has damaged the perception of Alaska salmon with buyers around the world and further weakened our competitive position.

Quality is a key element. If we are to regain market share and successfully compete in today's world market, we must change our thinking about quality. ASMI has two statutory mandates: to market Alaska Seafood and to enhance the quality of product through education. For nearly twenty years ASMI has been promoting quality standards for handling our seafood, including salmon. While we have clearly made improvements in quality over the years, these voluntary efforts have not yielded the consistency of quality needed to successfully market our fish or command a premium price, in the face of intense competition from farmed salmon.

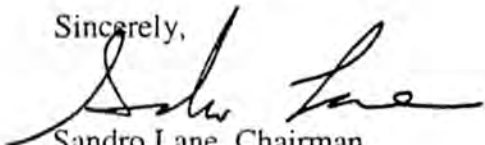
In an effort to address this issue, the Alaska Seafood Marketing Institute (ASMI) Board of Directors stood up a Quality Standards Committee whose report was used to form the basis of the attached quality recommendations. ASMI's recommendations are those we feel must be in place to compete in today's market. These quality recommendations are vital and must be put in regulation as soon as possible to make them enforceable. Some regions of the state are lacking in infrastructure necessary to meet these quality standards. These regions, many of which are economically depressed, will require infrastructure investment.

We have discussed, but not included the implementation issues, nor have we attempted to spell out a timeline to achieve these recommendations. We feel that is for others to do. We are a marketing institute, not a regulatory body. We do not feel it is our place to tell others how or when they must achieve these recommendations. Ideally, they should be in

place now; because they are not, we cannot claim the premium we believe our fish should bring. ASMI urges the Governor and the Joint Legislative Industry Salmon Task Force to use these recommendations as a baseline for quality seafood in Alaska. It is our view that these recommendations must be required for all seafood that carries the Alaska brand.

We have the best fish in the world; we should treat them that way from the sea to the table in order to realize their full economic value. We owe it to the future generations of Alaska fishing families.

Sincerely,

A handwritten signature in black ink, appearing to read "Sandro Lane", with a stylized, flowing script.

Sandro Lane, Chairman

Board of Directors

Alaska Seafood Marketing Institute



Sept. 27, 2002

The Honorable Tony Knowles
Governor
State of Alaska
State Capitol
Juneau, Alaska 99811

Dear Governor Knowles:

For many years Alaska Salmon owned the world markets. Salmon farming has changed that. We all are aware of the severe impacts the reduction in value is having on our state salmon fisheries. Farmed salmon has saturated the market with fish that has not only impacted our price but also set new standards for consistency and freshness. At the same time, a reputation for hit or miss quality has damaged the perception of Alaska salmon with buyers around the world and further weakened our competitive position.

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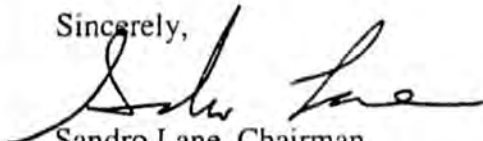
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Sandro Lane, Chairman
Board of Directors
Alaska Seafood Marketing Institute

Quality Recommendations

Salmon Management

The Alaska Department of Fish & Game must consider harvesting and processing capability and quality (throughput) when making salmon management decisions.

Task Forces comprised of ADFG management staff and industry members (fishermen, processors, hatchery operators) must be established on a regional basis around the state to address quality and management issues.

Alaska Board of Fisheries must consider quality when making regulatory and management decisions.

The Alaska Board of Fisheries must issue a call for quality proposals in regional meetings.

Chilling

All salmon harvested in Alaska waters must be chilled immediately at point of harvest, regardless of the product form for which the fish is intended.

In-the-round (not dressed) chilled salmon held in refrigerated sea water (RSW) or chilled sea water (CSW) must be delivered to a processing point within 3 days of catch. Dressed salmon chilled by layered ice must be delivered to the processor within 6 days of catch.

Sanitation

The State of Alaska must develop and implement food-grade sanitation standards for tenders, buying stations and fishing vessels.

Processors

Processors must only buy as much salmon as a plant can handle at a proper temperature and at proper holding times.

Bleeding

It is known bleeding helps to preserve quality and shelf life. Whenever practical, salmon should be bled, especially chinook, sockeye, and coho. Chum salmon should also be bled in order to increase the quality of the roe.

Tenders

Tender operators and crew must complete a quality training program available through ASMI or the processor. Tender operators must keep a log to track the quality of the salmon (time of delivery, temperature of fish, temperature of hold, times when the hold is sanitized, training of crew). Tenders must not transport quantities of salmon that exceed the chilling and volume capacity of their vessel.

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Marketplace Feedback

(From Buyers, Surefish Inspections/Clients, Market Research)

- Many average consumers do not understand the difference between wild and farmed
- Buyers that understand the difference prefer wild but it is more risky
- Inconsistent – mixed quality, mixed species, moderate to high % not as represented
- No consistency in standards
- Yield loss
- Shorter shelf life
- Inconvenient/labor intensive market form (H&G)

Regardless of the quality level we are trying to achieve and what the final product form is, there are, at the very least, some **FUNDAMENTAL** changes that must occur for all levels:

Chilling

Control of Fish Age

Significant Reduction in Gross Handling Abuses

Grade the Fish According to What they Really Are, Not What You Want Them to Be

Past and Present Practices That Contribute to Market Perception

(Surefish staff have worked in and traveled around many regions of Alaska observing the following to varying degrees)

1. Drastic variations even within the same grade or box.
2. Present fisheries management system contributes to the problem – uncontrollable glut of product delivered in very short time.
3. Handling has improved but not enough. Several fishers and plants have instituted some controls but many have not.
4. Well over half of Alaska salmon is not chilled by harvesters and chilling at tender and plant levels often inadequate.
5. Many areas routinely hold fish for 6 hours or more, thinking that such a "short time" without ice is not a problem.
6. Delivery frequency to tenders and plants are insufficient.
7. Fish age is often extensive, resulting in significant quality problems and poor shelf life.
8. Rough handling at every stage is commonplace.
9. Even if the fish looks okay on the outside, internal damage from the above such as gaping and internal bruising, which cannot be seen from the outside, is the result.
10. Consequently quality is worse than the vast majority realize because they are unaware of internal damage.

SureFish: Seafood Quality Specialist

Fig. 1: Net Mark



**Fig 2: Internal Bruising
Caused by Severe Net Mark**



(Source for Figs. 1 & 2: Surefish, Seafood Quality Specialists – Lot Inspection)

**Fig. 3: Severe Bruising/Pressure
Marks From Crushing in Bottom
of Tote**

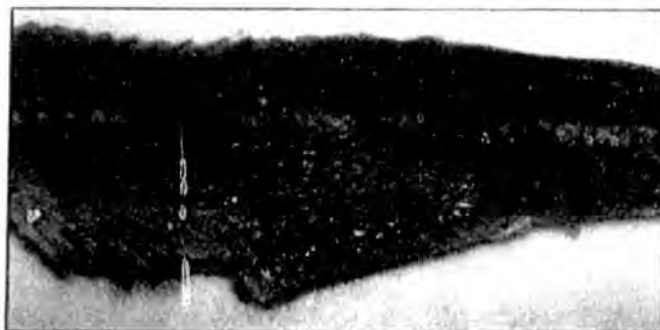


**Fig. 4: Severe Bruising/Pressure
Marks From Handling by Fisher**



(Source for Figs. 3 & 4: Surefish, Seafood Quality Specialist – On Site Handling Assessment)

**Fig. 5: Blood Seepage From Separation
of Vertebrae When Backbone Broken**



Photograph 1. Blood seepage from a broken vertebra. This is a common problem in the industry and can be avoided by proper handling techniques.

(Source: "Care and Handling of Salmon: The Key to Quality" by John P. Doyle)

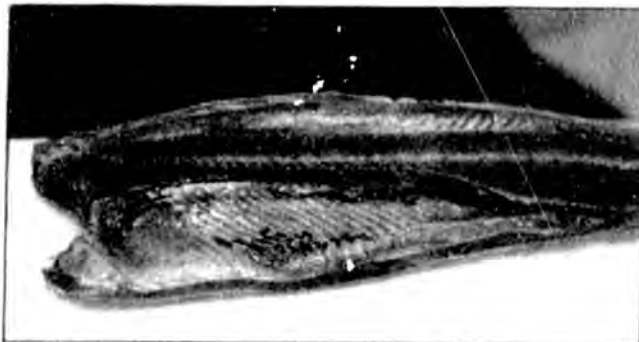
Internal bruising/blood seepage cannot be seen in the round or H&G form but the buyers will see it when filleting/portioning. A primary cause for buyer yield loss.

Severe Gaping



Photograph 1. Severe gaping is shown on the belly of a salmon. The gaping is severe, revealing the underlying tissue and bone structure. This is a result of poor handling and storage practices.

(Source: "Care and Handling of Salmon: The Key to Quality" by John P Doyle)



Photograph 2. A salmon belly showing severe damage, including burning and bone exposure, due to poor handling and storage practices.

Example of Belly Burn and Bone Exposure

(Source: "Care and Handling of Salmon: The Key to Quality" by John P. Doyle)

Some Previous Marketing Efforts Have Contributed to the Problem

- Set standards
- Shipped samples
- Samples often inconsistent, poor quality, or mixed species
- If sample of high quality, unable to follow-up at that same level
- As a result most buyers now do not believe producer claims of high quality and must now have it PROVEN to them

What was missing?

**An Integrated, Documented Program to Ensure Samples
And Future Supply Matched Expectations**

ANY quality program, whether it be the AKMA ASQ program or any other, must address the following:

Quality Program Goals

*Stop Loss of Market Share
Improve Consistency
Raise Overall Quality
Improve Market Share and Price
Establish Standards and Systems to Achieve the Above
Market Entire Package and Follow-up With Quality – Cull Out Non-Complying Product*

*Above Reduces Buyer Yield Loss
Improves Shelf Life
Increases Value and Therefore Demand
Must be Adaptable to Multiple Gear Types, Operations and Product Forms*

Solutions – Current and Future Quality Programs Also Must

- Recognize the interdependency at each step of handling – fisher, tender, dock, plant.
- Where quality systems do exist, they usually do not go far enough in controlling quality at each and every point along the handling chain.
- Institute controls at each key handling point.
- Monitor these points and take corrective action as soon as deficiencies arise.
- ➤ Establish grading standards and adhere to them. •
- Upgrade **practices** at each point in keeping with handling procedures.
- Above help establish **consistency**.
- **Prevention** or **minimization** of defects.
- Market **BOTH program AND standards** to customers. Provide documents attesting to adherence to the program. This is a **comprehensive package approach**.

It CAN, and IS, BEING DONE

Arctic Keta helped in starting a quality system. The ASQ voluntary program is the first truly comprehensive model and has been successful in achieving the above. Although it is not the only model, it serves as an example of what can and should be done.

Participants benefit from a properly designed quality program regardless of whether it is ASQ or another in numerous ways over and above goals described. For example:

1. Those that take care of the fish are recognized through separation and branding (a widespread complaint with the traditional "mixing" scheme).
2. Training component – all have expressed appreciation for this aspect
3. The response has been very positive, resulting in rapid expansion of the number of participants. Cooperation at fisher, tender and plant levels have been very good.

One year ago quality seminars yielded low attendance and few people willing to adapt and change. This has turned around significantly in the last year. However those that do not want to change and keep producing poor quality are dragging the reputation of the entire industry down.

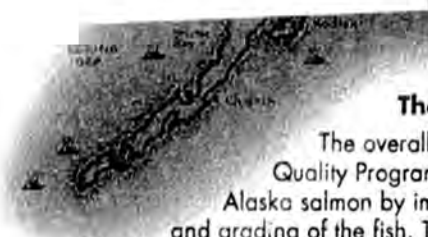
The ASQ and Arctic Keta programs have helped to dispel or address the following

- Commonly held beliefs that some gear types or regions are unable to improve or adapt to changes like chilling.
- Commonly held beliefs that quality programs cannot be designed that address multiple gear types and logistical and operational differences – any properly designed model can adapt by finding solutions to achieve the goals. Some of the most effective solutions in the ASQ program have been devised by participating fishers and processors themselves.
- Challenges inherent in a seasonal industry with high turnover – specific monitoring, training and corrective action steps can improve results more rapidly than most thought possible.
- The learning curve is steep even for those that want to improve but all have said it has not been as hard as they anticipated.
- **Lower quality product can still benefit from a quality program** because the controls work in establishing consistency and therefore customer confidence at lower grades as well.

ASQP is
Purely voluntary

Alaska Salmon Quality Program

Setting New Standards for the Future



The Pilot Project

The overall goal of the Alaska Salmon Quality Program is to create higher value for Alaska salmon by improving both the overall quality and grading of the fish. The project was initiated by the Copper River Salmon Producers Association, a Cordova drift gillnet association. A pilot project began in 2000 and will be developed over a three-year period in Cordova with funding and management input from Alaska Manufacturers' Association.

The heart of the quality improvement system is a set of handling procedures and grading specifications adopted by participating fishermen, tender operators and processors. (See quality specifications on back.) This system modifies existing standards to better meet the current needs of seafood buyers, and integrates all harvesting and processing steps under one set of criteria. Quality is ensured through third party inspection, and all salmon that qualifies is labeled with a special seal to indicate the certification and the grade.

Vision for the Future

The long term goal for the Alaska Salmon Quality Program is to develop a successful model in the pilot project that will be adopted in other producing areas throughout the state and will help Alaska salmon producers earn a reputation for consistent quality among salmon buyers worldwide. This program will be a key component in the Alaska wild salmon industry's ability to remain competitive in the face of increased farmed salmon production. The program's success will assist Alaska producers to maintain or grow market share and stabilize or increase prices for Alaska's premium salmon products.

Key Principles

- The project is purely voluntary. Only those who wish to adopt the quality system are participants in the program.
- All participating fishermen and processors must follow a standard handling procedure designed to produce the maximum amount of "premium" and "A" quality fish and increase shelf life of fresh fish.
- The system is designed not only to identify the highest grades of salmon, but also to improve quality consistency within each quality grade.
- The current system involves inspections for all certified fish. Once the program is established, a self-inspection program for participating processors with periodic third-party program review and inspection of certified shipments of fish will be developed. This will assist in making the program self-sustaining.
- Once the quality program is established, it will be necessary to actively market quality certified fish and educate buyers about the advantages of top quality Alaska salmon.
- The program is designed to create a model for quality inspection statewide.

The Alaska Salmon Quality Program is a new effort to bring the quality and consistency of Alaska salmon up to the level expected by seafood buyers today. The global salmon market is now dominated by farmed salmon, which has set a new, consistent standard for quality across the marketplace. However, in Alaska, there are no industry-wide standards for handling and grading salmon by fishermen and processors. As a result, much of the Alaska salmon harvest comes to the market with inconsistent quality and grading, lowering the perceived value of the product and contributing to the downward pressure on prices.



For more information about the Alaska Salmon Quality Program contact:
Dave Arnsdorf at darnsdorf@gci.net
or Craig Wiese at cwiese@alaska.net
Alaska Manufacturers' Association
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(907) 565-5655

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AK SALMON Quality Program

Alaska Salmon Quality Program - Specifications

CHARACTERISTICS		PREMIUM GRADE	GRADE A	GRADE B	GRADE C
HANDLING	bled *	yes	optional	not applicable	not applicable
	chilled	yes	yes	yes	yes
	headcuts	none	none	blunt or slightly ragged	deep or ragged
	flesh texture/soft spots *	firm, resilient to the touch/none	firm, resilient to the touch/5%	slight softness, springs back slowly/25%	moderate softness, does not spring back/50%
	skin cuts	no cuts	one cut up to 1" cumulative	one cut up to 2" cumulative	two up to 2" each, 4" cumulative
	internal cuts	no cuts or tears	one not more than 1" cumulative	two not more than 2" cumulative	two up to 2" each, or 4" cumulative
	punctures	no punctures	no punctures	no punctures	punctures allowed unless very severe
	external bruising *	no bruises	up to .5" cumulative	up to 2" cumulative	up to 4" cumulative
	scale loss	not to exceed 15% loss	not to exceed 25% loss	not to exceed 40% loss	> 40% loss
	red bellies	none	up to 2 inches	up to 6 inches	> 6 inches
ODOR **		fresh smell	fresh smell	neutral	slight, not offensive
EYES		bright, clear	bright, clear	dull, slight cloudy or red	milky, cloudy, moderate to severe red
GILLS		bright red	red	pink	pink to buff
SKIN	color/watermark *	none, bright only	slight dulling/graying only	slight pink (Sockeye, Coho, King)	more than grade B
	slime	clear	clear	cloudy	dull and copious
	net marks	no indentations or skin perforations; no broken backbones	no indentations or skin perforations; no broken backbones	slight to moderate indentations no perforations, no broken backbones	may have moderate indentations skin may be perforated, broken backbone permitted if not severe
	scars/sores *	none	less than 1", well healed	up to 2", well healed	unhealed scars and/or > 2" healed OK
	tail/fins	no tail damage or fin loss	minor fraying or damage	minor fraying or damage & fin loss to 50%	fin loss OK, tail damaged but not missing
BELLY CAVITY	color	bright natural color	bright natural color	slight fading of natural color	more than grade B
	belly burn *	none	none	pink	red OK, purple is not permitted
	bone exposure	none	up to 2	up to 6	up to 15
	cleaning	none	slight; traces of blood organs up to 1" cumulative	moderate; organs up to 2" cumulative	excessive; > 2" cumulative
INTERNAL	Gaping *	up to 1 in. sq.	slight gaping up to 10% of surface area of each fillet. Moderate to excessive not permitted.	slight to moderate gaping up to 25% of surface area of each fillet. Excessive not permitted.	more than grade B
	Internal Bruising/Blood Spots *	none	not more than 0.5" cumulative, trimmable	not more than 2" cumulative	2-4 inches cumulative
	flesh texture/soft spots *	firm, resilient to touch/5% T only	firm, resilient to touch/10% T only	slight softness, springs back slowly/25%	moderate softness, does not spring back/50%
	flesh color	bright red	red	slight dulling/fading	more than grade B
PHYSICAL SHAPE *		Characteristic of the species at its stage of sexual maturity. No deformities	Characteristic of the species at its stage of sexual maturity. No deformities	Slight deformity only	Moderate deformity only
FREEZING DEFECTS	tearing	none	none	slight tails, napes or fins	moderate tails, napes or fins
	breakage	none	none	slight tails or fins	moderate tails or fins
	deformation	none	none	slight	moderate
	dehydration	none	none	slight	moderate

Notes: Scale loss, skin and meat color vary by species, harvest area, and maturity. Standard to be set by region. Failure to meet Grade C means the product is not suitable for the program ("uncertifiable") and must be routed elsewhere.

* Denotes critical defect.

** Denotes primary critical defect. Failure of even 1 fish within a lot means failure for that grade.

All non-watermarked defects are considered non-critical. All defects/tolerances within each grade are considered "non-scorable," however, no grade may have more than 3 non-scorable defects or the sample fails. See "Sampling Plan and Grading Criteria" for information on number of samples per lot per grade and acceptance standards.

23-LS0524\H
Utermohle
1/27/04

CS FOR HOUSE BILL NO. 89(FSH)

IN THE LEGISLATURE OF THE STATE OF ALASKA

TWENTY-THIRD LEGISLATURE - SECOND SESSION

BY THE HOUSE SPECIAL COMMITTEE ON FISHERIES

Offered:
Referred:

Sponsor(s): REPRESENTATIVES STEVENS, Wolf

A BILL**FOR AN ACT ENTITLED**

1 "An Act relating to the establishment of a program for chilling of commercially caught
2 salmon; and providing for an effective date."

3 **BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:**

4 * **Section 1.** The uncodified law of the State of Alaska is amended by adding a new section
5 to read:

6 FINDINGS. The Alaska State Legislature finds that

7 (1) every fisherman, processor, and other handler of fresh salmon should
8 adopt chilling methods to preserve the high quality of fresh Alaska salmon and to assure that
9 the Alaska salmon industry remains competitive in the world and domestic markets;

10 (2) the most effective means to maintain the quality of salmon from the point
11 of harvest to the point of delivery to the consumer is the use of ice, refrigerated sea water,
12 chilled sea water, or other chilling and freezing processes;

13 (3) a program to educate and instruct fishermen, processors, and other
14 handlers of fresh Alaska salmon in the importance, value, and techniques for chilling salmon

1 and to obtain funding for increased use of chilling techniques and technology in the Alaska
2 salmon industry is crucial to the maintenance of a competitive salmon industry in the state;
3 and

4 (4) the Department of Community and Economic Development is well suited
5 to establish a voluntary salmon chilling program that combines education and instruction
6 regarding chilling of fresh Alaska salmon with funding obtained from federal, state, and other
7 sources to improve the salmon handling infrastructure in the state.

8 * **Sec. 2.** AS 44.33.020 is amended to read:

9 **Sec. 44.33.020. Duties of department.** The Department of Community and
10 Economic Development shall

11 (1) advise and assist local governments;

12 (2) advise the governor and other commissioners on the delivery of
13 government services to rural areas, including services relating to public safety, justice,
14 economic development, natural resource management, education, and public health;

15 (3) make recommendations to the governor and other commissioners
16 about policy changes that would affect rural governments and rural affairs;

17 (4) serve as staff for the Local Boundary Commission;

18 (5) conduct studies and carry out experimental and pilot projects for
19 the purpose of developing solutions to community and regional problems;

20 (6) promote cooperative solutions to problems affecting more than one
21 community or region, including joint service agreements, regional compacts, and other
22 forms of cooperation;

23 (7) serve as a clearinghouse for information useful in solution of
24 community and regional problems, and channel to the appropriate authority requests
25 for information and services;

26 (8) advise and assist community and regional governments on matters
27 of finance, including but not limited to bond marketing and procurement of federal
28 funds;

29 (9) prepare suggested guidelines relating to the content of notice of
30 bond sale advertisements, prospectuses, and other bonding matters issued by local
31 governments;

1 (10) administer state funds appropriated for the benefit of unorganized
2 regions within the state, allowing for maximum participation by local advisory
3 councils and similar bodies;

4 (11) as assigned through a delegation by the governor, administer and
5 implement the state's role in the federal community development quota program
6 established under 16 U.S.C. 1855(i) or a successor federal program; the department
7 may adopt regulations under a delegation from the governor to implement duties under
8 this paragraph;

9 (12) carry out those administrative functions in the unorganized
10 borough that the legislature may prescribe;

11 (13) study existing and proposed laws and state activities that affect
12 community and regional affairs and submit to the governor recommended changes in
13 those laws and activities;

14 (14) coordinate activities of the state that affect community and
15 regional affairs;

16 (15) assist in the development of new communities and serve as the
17 agent of the state for purposes of participation in federal programs relating to new
18 communities;

19 (16) supervise planning, management, and other activities required for
20 local eligibility for financial aid under those federal and state programs that provide
21 assistance to community and regional governments;

22 (17) advise and assist municipalities on procedures of assessment,
23 valuation, and taxation, and notify municipalities of major errors in those procedures;

24 (18) apply for, receive, and use funds from federal and other sources,
25 public or private, for use in carrying out the powers and duties of the department;

26 (19) request and utilize the resources of other agencies of state
27 government in carrying out the purposes of this chapter to the extent such utilization is
28 more efficient than maintaining departmental staff, reimbursing the other agencies
29 when appropriate;

30 (20) administer state and, as appropriate, federal programs for revenue
31 sharing, grants, and other forms of financial assistance to community and regional

1 governments;

2 (21) administer the state programs relating to commerce or community
3 development, enforce the laws relating to these programs, and adopt regulations under
4 these laws;

5 (22) register corporations;

6 (23) collect corporation franchise taxes;

7 (24) enforce state laws regulating public utilities and other public
8 service enterprises, banking and securities, insurance, and other businesses and
9 enterprises touched with a public interest;

10 (25) make veterans' loans;

11 (26) furnish the budgeting, clerical, and administrative services for
12 regulatory agencies and professional and occupational licensing boards not otherwise
13 provided for;

14 (27) conduct studies, enter into contracts and agreements, and make
15 surveys relating to the economic development of the state and, when appropriate,
16 assemble, analyze, and disseminate the findings obtained;

17 (28) provide factual information and technical assistance for potential
18 industrial and commercial investors;

19 (29) receive gifts, grants, and other aid that facilitate the powers and
20 duties of the department from agencies and instrumentalities of the United States or
21 other public or private sources;

22 (30) establish and activate programs to achieve balanced economic
23 development in the state and advise the governor on economic development policy
24 matters;

25 (31) formulate a continuing program for basic economic development
26 and for the necessary promotion, planning and research that will advance the
27 economic development of the state;

28 (32) cooperate with private, governmental, and other public institutions
29 and agencies in the execution of economic development programs;

30 (33) review the programs and annual reports of other departments and
31 agencies as they are related to economic development and prepare an annual report on

1 the economic growth of the state;

2 (34) administer the economic development programs of the state;

3 (35) perform all other duties and powers necessary or proper in
4 relation to economic development and planning for the state;

5 (36) request tourism-related businesses in the state to provide data
6 regarding occupancy levels, traffic flow and gross receipts and to participate in visitor
7 surveys conducted by the department; data collected under this paragraph that
8 discloses the particulars of an individual business is not a matter of public record and
9 shall be kept confidential; however, this restriction does not prevent the department
10 from using the data to formulate tourism economic impact information including
11 expenditure patterns, tax receipts and fees, employment and income attributable to
12 tourism, and other information considered relevant to the planning, evaluation, and
13 policy direction of tourism in the state;

14 (37) provide administrative and budgetary services to the Real Estate
15 Commission under AS 08.88 as requested by the commission;

16 (38) sell at cost, to the extent possible, publications and promotional
17 materials developed by the department;

18 (39) as delegated by the governor, administer under 16 U.S.C. 1856
19 the internal waters foreign processing permit procedures and collect related fees;

20 (40) administer state laws relating to the issuance of business licenses;

21 (41) comply with AS 15.07.055 to serve as a voter registration agency
22 to the extent required by state and federal law, including 42 U.S.C. 1973gg (National
23 Voter Registration Act of 1993);

24 (42) foster the growth of international trade within the state and
25 administer Alaska foreign offices;

26 (43) in coordination with fishery development and marketing
27 agencies and programs in the state, administer a voluntary salmon chilling
28 promotion program to encourage commercial fishermen, processors, and other
29 handlers of fresh salmon to chill fresh salmon from the point of capture to the
30 point of delivery to the consumer through education and instruction and through
31 grants funded from federal, state, and other sources to fishermen and fish

1 processors in order to expand the salmon chilling infrastructure for the Alaska
2 salmon industry;

3 (44) carry out other functions and duties, consistent with law,
4 necessary or appropriate to accomplish the purpose of this chapter.

5 * Sec. 3. This Act takes effect immediately under AS 01.10.070(c).

Big supporter of mandatory
chilling.

John LOWRANCE

206 - 782 - 5456

jmlowrance@yahoo.com

will be online on wen.

HB 89

Sen. G. STEVENS:

- Chilling best way to improve.
- NOT ALL Answers are in bill.
 - COST!
 - low interest loans.
 - Western Districts
 - Staging option.

Will they get more \$ for fish, will they have market at new price?

WILSON

ACENEE: processor requirements but not State.

- direct relationship between chilling and quality.
- Chagnick.

Stevens - Don't want to require a Fresh Fish ready to be delivered

- That has to be chilled first,

Gulf: Why doesn't market
control - fix?

- d market is trying to — but
there are few buyers, there
are large ~~barriers~~ barriers
to entry, there is inventory,
processors do not want to
lose fish?

- What assurance that harvesters
will get higher price -
- Stevens - None.

Season - cost may be greater
than available market benefits.

Stevens: in the long-term
what if we do not do this?

Wilson: "unfunded mandate"

Season: do we want to compete on same
variables as fish
farmed

- Can ~~farm~~ ~~AK~~ wild compete
on price w/ Farmed.

Stevens - mktB recognize
price and quality.

- but we do have to get
quality premium to match
price premium.

- needs of mkt - easier use
attractiveness of fillets.

Wilson - OATMEAL-INSTANT?

Stevens - T.F. agrees this is a
thorny issue.

Discussion can not be
ignored.

SEATON: Enforcement?

Sutton / STRAUZE

↳ Quality Community.

- CHRISTIN RYAN D.E.C.

- Ford Safety Inspection

- quality has been in
ASME Court, but there
has been no enforcement

- could possibly do a
fine. Has worked w/ processors
more than boats.

How will Processors?
Interact w/ Boats.

Sholwater - T.F. put head
in sand.

Chris Garcia - opposes. we don't
need more gov. to fix a
market problem.

Elise Shea

Laura Fleming - ASME -

- Voluntary education is not working.
- ASME is not a regulatory Agency -
ASME Board has spoken in

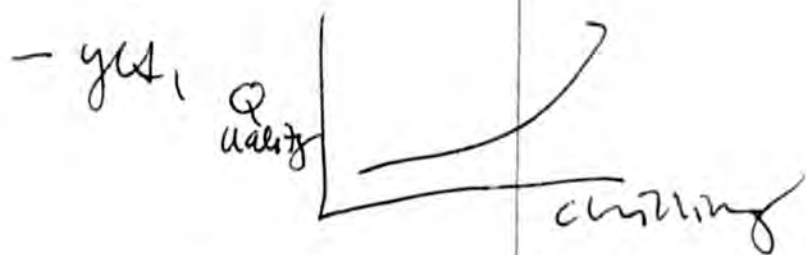
Berkowitz: Federal assistance

(and most Fed. agencies focus on Food Safety and not quality (WA Apples))

- Berk: "this is a federal problem"

Wism - loans for quality may not be feasible / economically

Greg FISK DCED



- John Larame - only chilled fish - 70% Grade "A"

ex. ~~Cold~~ fish east coast
- pews

Berkowitz - different fisheries.

FISK - "slush bag" - B.B.

- costs 2K per boat.

Held -

Subject: [Fwd: HB 89]

Date: Thu, 27 Feb 2003 09:25:43 -0900

From: Representative Paul Seaton <Representative_Paul_Seaton@Legis.state.ak.us>

Organization: Alaska State Legislature

To: Cameron Yourkowski <Cameron_Yourkowski@legis.state.ak.us>

Subject: HB 89

Date: Thu, 27 Feb 2003 08:12:32 -0900

From: <leahc@cvinternet.net>

To: <Representative_Paul_Seaton@legis.state.ak.us>

Paul

I am a fisherman from Valdez and strongly acknowledge the need for some type of governmental regulations on fish quality from catcher through processor. The industry hasn't been able to do quality control by itself and needs a strong push.

Thank You

Bernie Culbertson

F/V Leah C

Subject: Re: hostage chilling bill

Date: Wed, 26 Feb 2003 17:50:26 -0900

From: Representative Paul Seaton <Representative_Paul_Seaton@Legis.state.ak.us>

Organization: Alaska State Legislature

To: Konrad Schaad <schaad@xyz.net>, Chris Knight <Chris_Knight@legis.state.ak.us>, Cameron Yourkowski <Cameron_Yourkowski@legis.state.ak.us>

Hi Konrad,

I hope you got to hear our Fisheries committee today. The discussion on chilling is not just my perspective. The sponsor of the bill does not know how to enforce it, have data to support any specific temperature, have a definitive schedule for different areas of the state, or other details. We have also heard that chilled fish that are subsequently raised in temperature then rechilled are more 'stressed' and suffer more damage than fish at warmer temperature that are chilled at processing. We will be looking for data to support or contradict this information but it bears importantly on the mandatory chilling at point of harvest concept. There is information that suggests that harvester chilled fish are often elevated in temperature while in transit or sitting at the processor. If this is detrimental, it would be appropriate to also require processors mandatory temperature control within the same bill.

If you saw the Journal of Commerce article this week, you know of the problem with gel pac shipment and warming of portions of the shipment. Perhaps we need the standards to apply to the packing for shipment of chilled fresh fish. We are not opposed to chilling, but if we are MANDATING in law a solution, it must be a solution that solves the problem of quality.

It was unfortunate that the actual information the committee was supplied from ASMI Options for Mandatory Quality Standards for Alaska Salmon, Quality Symposium, April 8-9 2002, has the effect of chilling pink salmon "Gaping as a function of temperature" [page 26] which shows no significant difference in the 'gaping index' for fish held for 24 hours at 32 degrees [0C] and 50 degrees F.[10 C]. There is possibly a very slight difference for "abused" fish but even that appears as not statistically significant. We need to get better data supporting the effect of harvester chilling submitted to the committee.

The bill sponsor [also task force co-chair] initially stated that this bill was NOT ready and fully agrees that it is not ready yet, in fact he requested that it not have another hearing today.

We have reauthorized the task force and I believe that the legislature needs to specify the development of a comprehensive bill that will accomplish the goal and is workable to the task force. We need fishermen, processors, shippers and legislators [along with scientists] to craft the right mix. A committee composed of mostly non fish persons cannot be expected to do this job in a extremely tight time frame while dealing with all the other affairs of the State.

I look forward to your suggestion and involvement to the forming of an adequate solution.

Paul

Konrad Schaad wrote:

Hi Paul, this is Konrad Schaad from Homer. We had met a few times, last time at the Laukitis' Christmas party. I fish with my family in Bristol Bay. I'm writing in response to you holding the mandatory chilling bill hostage. The salmon taskforce has spent months pondering and discussing solutions to our not so great salmon fisheries, and came up with a way to help improve the quality of our fish; the single most important step to get a better price! (if you sell kat food, you get paid accordingly!) I can accept the fact that you may disagree with this bill, but please don't become one of those "committee dictators" who singlehandedly kill bills they personally don't like! Let Democracy act, bring it to the floor! Our fishery needs major changes, but it's way too sluggish to do things on their own; It need a kick in the butt! I believe it's time to move up to the same playing field with farmed fish, so please don't stand in the way of progress! Sincerely Konrad Schaad schaad@xyz.net 907 299 2942

PLAN AHEAD FOR QUALITY

Recommended Salmon Handling Guidelines for Drift Gillnet and Setnet Commercial Operations

"Once lost, quality can never be regained."

Vessel size
Harvest area
Attitude or "tradition"
High run strength over a short time period

Attitude or "Tradition."

RECOMMENDATIONS

*
*
*
*
*
*
*
*

General Vessel Guidelines

Doyle's Do's 'n Don'ts

DRIFT GILLNET OPERATIONS:

RECOMMENDATIONS

*
*
*
*
*

SETNET OPERATIONS:

RECOMMENDATIONS FOR DECKS, FISH HOLDS AND TANKS

■
■
■
■
■
■
■

fish



Fishing Vessel Cleaning and Sanitation Procedures

General Handling and Storage Guidelines for All Gear Types

and Moving.

Cool, Clean

[*Note:* under no circumstances should sanitizers containing phenols (such as "Lysol" and "Pinsol") be used in a fish hold or fish contact surface.]



Alaska Seafood
Marketing Institute

Quality Recommendations

Salmon Management

The Alaska Department of Fish & Game must consider harvesting and processing capability and quality (throughput) when making salmon management decisions.

Task Forces comprised of ADFG management staff and industry members (fishermen, processors, hatchery operators) must be established on a regional basis around the state to address quality and management issues.

Alaska Board of Fisheries must consider quality when making regulatory and management decisions.

The Alaska Board of Fisheries must issue a call for quality proposals in regional meetings.

Chilling

All salmon harvested in Alaska waters must be chilled immediately at point of harvest, regardless of the product form for which the fish is intended.

In-the-round (not dressed) chilled salmon held in refrigerated sea water (RSW) or chilled sea water (CSW) must be delivered to a processing point within 3 days of catch. Dressed salmon chilled by layered ice must be delivered to the processor within 6 days of catch.

Sanitation

The State of Alaska must develop and implement food-grade sanitation standards for tenders, buying stations and fishing vessels.

Processors

Processors must only buy as much salmon as a plant can handle at a proper temperature and at proper holding times.

Bleeding

It is known bleeding helps to preserve quality and shelf life. Whenever practical, salmon should be bled, especially chinook, sockeye, and coho. Chum salmon should also be bled in order to increase the quality of the roe.

Tenders

Tender operators and crew must complete a quality training program available through ASMI or the processor. Tender operators must keep a log to track the quality of the salmon (time of delivery, temperature of fish, temperature of hold, times when the hold is sanitized, training of crew). Tenders must not transport quantities of salmon that exceed the chilling and volume capacity of their vessel.

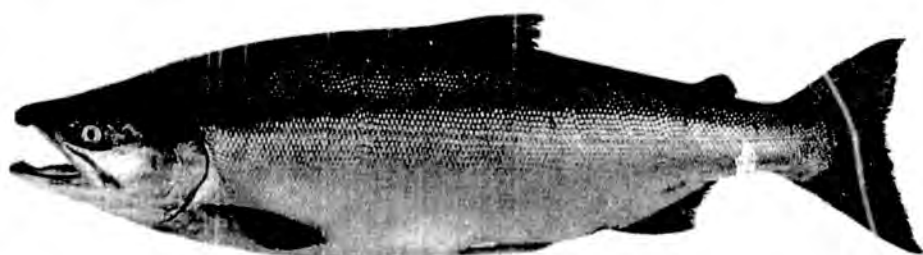
CORRECTION

THE FOLLOWING DOCUMENT(S)
HAVE BEEN REFILMED TO
ASSURE LEGIBILITY OR PAGINATION



Central Microfilm Services
Department of Education & Early Development
State of Alaska

WILD, ALL-NATURAL ALASKA SALMON



HANDLING GUIDE



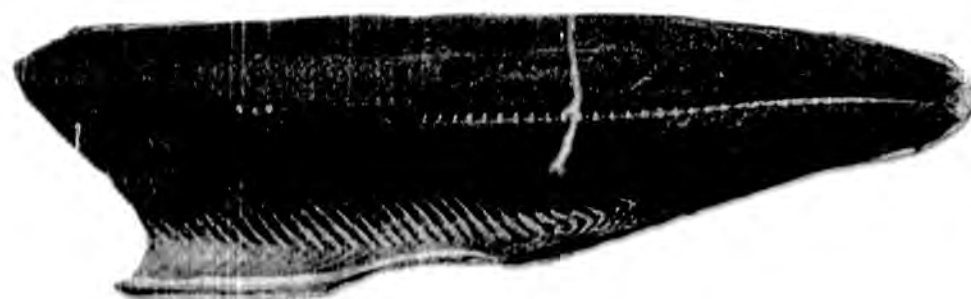
HIGH-QUALITY

A top-quality fillet from a salmon that has been properly handled and bled.



BRUISED

A fillet from a salmon that has been roughly handled and is bruised.



GAPING

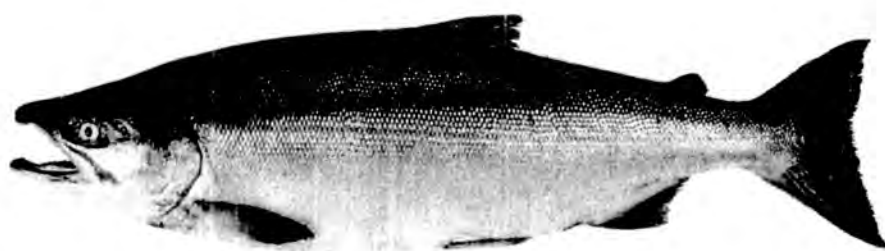
A gaping fillet from a salmon that was not rapidly chilled.



Alaska Seafood

ALASKA SALMON

BLEEDING GUIDELINES



Bleeding, in combination with careful handling and temperature control, results in high-quality salmon that meets or exceeds customer expectations. Bleeding greatly improves the appearance of all forms of seafood and slows down the degenerative processes connected with bacterial spoilage.

PREPARATION FOR BLEEDING

- Designate an area, away from main fishing duties, for bleeding the catch. The best area is one that allows fish to be partially or completely covered with seawater. This enables fish to stay alive longer, while reducing scale loss and sun damage.
- Utilize a bleeding tote or tank to hold the fish after gill cutting for bleed-out. Seawater should continuously flow through tote to keep fish cool and reduce effects of thrashing. If on-deck overflow presents problems, run a hose overboard from the bottom of the tote.
- Separate bled fish in storage to facilitate orderly and safe handling.

BLEEDING SALMON

- Stun the fish, then start bleeding as quickly as possible. Bleed only live fish.
- Bleeding is best accomplished by cutting the first 3 gill rakers. Cut gills on both sides of fish over 6 lbs. Bleeding and cutting should be done as a single step because belly burn happens rapidly in actively feeding fish.
- Bleeding is more complete if fish are placed in seawater. Seawater bleeding removes twice as much blood from flesh as bleeding in air. It also slows clotting, prevents temperature of fish from rising and provides better flesh color.
- When fish are in tote or checked, continually pump in seawater to wash away blood and slime.
- Bleed fish for 15 to 25 minutes based on on-board activities.
- Store fish properly and keep chilled.



Tearing the gill rakers.



Care and Handling of Salmon: The Key to Quality

John P. Doyle

June 1995
Marine Advisory Bulletin No. 45
School of Fisheries and Ocean Sciences

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THE AUTHOR

John P. Doyle has been involved in fisheries since 1954 when he worked in a salmon cannery in Kenai, Alaska. A University of Alaska faculty member since 1963, Doyle has published numerous bulletins and articles on seafood quality subjects.

At the author's request, ASMI now holds full rights to this publication. For additional copies, call 1-800-478-2903 (Alaska only) or fax: 907-465-5572.

Care and Handling of Salmon: The Key to Quality

by

John P. Doyle
Professor of Fisheries
Marine Advisory Program
School of Fisheries and Ocean Sciences
University of Alaska Fairbanks

June 1995
Marine Advisory Bulletin No. 45

This bulletin is dedicated in memory of A.K. Larssen, who worked tirelessly to increase the professionalism of North Pacific fishermen and to improve the quality of fish landed in North Pacific ports. A.K. was a fisherman and writer whose educational guidelines for commercial fishermen have been published in the United States and Norway. His works include *Safety Notes for the North Pacific Fisherman*, a Marine Advisory bulletin published in 1975 by the University of Alaska Sea Grant Program, and "Some ABC's of Fo'c'sle Living," which was co-authored by Sig Jaeger, appeared in the July 1974 edition of *Marine Fisheries Review*, and later was published as a handbook.

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Preface

The purpose of this publication is to summarize available information on the major quality problems encountered by users of wild Pacific salmon and to make recommendations for the improvement of quality. Much information included in this bulletin has been developed since the most recent previous work of its kind. *Recommended Salmon Quality Guidelines for Fishing, Tendering and Processing Operations*, was published by the Alaska Seafood Marketing Institute (ASMI) in 1986. Kevin O'Sullivan, ASMI's Quality Program Manager, provided encouragement and support for the preparation and production of this bulletin. In addition, ASMI fully funded the second printing of the publication in August 1994 and the third printing in June 1995. Although it is directed primarily to fishermen, the general facts and information it contains are applicable to all persons who handle or transport raw salmon.

Fish quality education has been a priority of the Marine Advisory Program since its inception in 1963 as the Fisheries Extension Program at the University of Alaska. Captain Chuck Wells, who has fished commercially in Alaska for many years, is prominent among those who influenced the establishment of fish quality education and resource conservation as long-term objectives of the program. To him I extend my sincerest thanks.

ASMI, Icicle Seafoods, Inc., Kodiak Seafood Processors, and the University of Alaska cosponsored this publication. Many other organizations and individuals contributed to its development and production. Continual encouragement, sources of information, and many helpful comments on the manuscript were provided by Dr. Donald Kramer, Program Chairman, Marine Advisory Program (MAP), School of Fisheries and Ocean Sciences, University of Alaska Fairbanks. Others who reviewed the manuscript and made valuable suggestions are Chuck Crapo, Seafood Quality Specialist, MAP; Charles C.R. Campbell, Chief, Technical Services and Product Inspection, Department of Fisheries and Oceans, Government of Canada; and Kenneth Hilderbrand, Marine Advisory Program, Oregon State University.

Special thanks are due to Cliff Phillips of E.C. Phillips and Son and to Erling Nilson of Port Chatham Packing Company for information on seafood quality problems, and to Captain David Wilson, *F/V Lady JoAnne*, and Captain Art Bivan, *F/V Lady Nina*, for their extensive comments on the design and operation of upwelling RSW systems on purse seiners. Laurie McNicholas edited, designed, and supervised the production of this bulletin; Ellie Evans typed the manuscript; and Deborah Mercy produced the illustrations. Their efforts are greatly appreciated. ASMI contributed the cover photograph. One of the photos in this publication appears courtesy of the U.S. Food and Drug Administration, and two appear courtesy of G. Baker and G. Gibbard, as noted in captions; others were taken by the author at seafood processing plants.

Although many persons provided information for this publication, the author is entirely responsible for any erroneous facts, interpretations, or recommendations that may appear in it.

This bulletin originally was produced with funding from ASMI; the Alaska Fisheries Development Foundation; Icele Seafoods, Inc.; Kodiak Seafood Processors; the State of Alaska; the University of Alaska; and the Alaska Sea Grant College Program in cooperation with the U.S. Department of Commerce under Grant No. 90 AA-D-SG066, project number A/75-01.

I. Introduction

Salmon that are bruised in handling are a major economic drain on the fishing industry. They create an unfavorable market image, have higher weight loss, and are of lower grade and quality than salmon that are handled carefully. Bruised products have long plagued many segments of the food industry. For example, bruising of even the hardy potato is a serious economic problem in the industry it supports (Kline-Schmidt 1989). To compete effectively for the consumer's food dollar, all segments of the food industry must continually improve the quality of their products.

Quality is especially important in today's highly competitive salmon market. Unlike rice, potatoes, or pasta, salmon is not daily fare; it is a speciality food in North America, Asia, and Europe. Consumers must be attracted to salmon, and if they are to be repeat customers, the product must meet their expectations. To meet consumer expectations, the quality of net caught salmon must improve. The old ways of handling and taking care of fish are no longer acceptable.

Over the past 15 years, the following major changes in the salmon market have affected all aspects of the industry: (1) in the mid-1970s, the amount of salmon going to the frozen market increased at the expense of the canned volume, and (2) in the late 1980s, the production of farmed salmon expanded rapidly.

The industry did not react quickly to meet market needs for a better product as consumer demand shifted from canned to frozen salmon. The quantity of frozen salmon increased, but in general its quality still does not meet market expectations. Historically, most Pacific salmon destined for the frozen and mild cure markets were taken by trollers and gillnetters in Southeast Alaska, British Columbia, and the Pacific Northwest. These fishermen traditionally fished for the high value markets and took very good care of their catch, meeting the demand for kings, silvers, and bright Southeast Alaska chum salmon. In the mid-1970s, the demand for fresh and frozen fish, including frozen salmon, increased rapidly in the U.S. market. Later increases in demand were spurred by a devaluation of the dollar against European and Japanese currency. To meet the increased demand, salmon freezing expanded in Southcentral Alaska

and Western Alaska. However, fishermen operating in these areas had little experience in producing fish for the frozen market, so the product quality did not meet market needs.

A second major source of pressure on Alaska's salmon markets is the recent rapid expansion in production of farmed salmon. From 1985 through 1990 the world supply of farmed salmon increased from 102 million pounds to 621 million pounds. In contrast, between 1982 and 1990 Alaska's production of fresh and frozen salmon has averaged 323 million pounds annually. (See figure 1 on page 3). Most farmed salmon are sold fresh, and limited amounts are frozen, so it is obvious that Alaska no longer controls the salmon market; instead, the market controls the Alaska salmon industry.

A very recent trend in salmon farming will put even greater pressure on wild salmon markets. In 1990 and 1991 Norway froze large amounts of salmon to ease the glut of fresh salmon on the world market. Salmon farmers in Chile freeze about half of their total production. In 1990 Chilean exports of frozen farmed salmon to Japan accounted for 7% of Japan's salmon imports, according to a forthcoming paper by J. L. Anderson and Y. Kusakabe.

A. The problem

Bad attitudes that persist among some members of the fishing sector are a major cause of poor product quality. Such attitudes stem from short seasons, fierce competition for fish, and limited vessel capacity for fish and machinery. These conditions produce a general feeling that the first and foremost job is to maximize the harvest and that care of the product is secondary. This feeling leads to rough handling; poor or no chilling; and in some cases, dirty, unsanitary holding conditions. These practices must change if the Alaska salmon industry is to regain control of the salmon market.

Despite bad attitudes among some in the fishing sector, during the past 25 years all segments of the Alaska salmon industry have made good progress in improving product quality. For example, fish pugs are no longer commonly used, dry scow tendering is almost a thing of the past, and a large percentage of the purse seine fleet uses

(Continued on page 4)

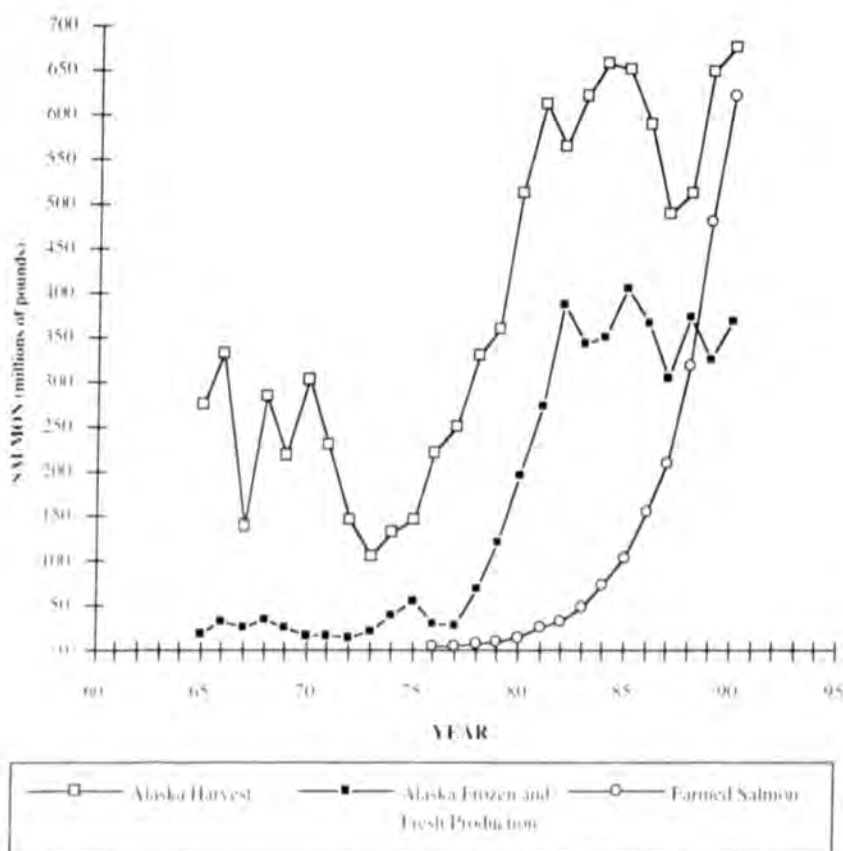


Figure 1. Comparison of total Alaska salmon harvest, world production of farmed salmon, and Alaska's fresh and frozen salmon production. Alaska's canned salmon production is the difference between the total Alaska salmon harvest and the total Alaska production of fresh and frozen salmon. All figures are in round weight. Sources: Alaska Department of Fish and Game statistical leaflets, Alaska Seafood Marketing Institute, National Food Processors Association, and Alaska Fisheries Entry Commission.

(Continued from page 2)

some form of chilling. Some in the gillnet fleet (even in remote areas) use ice or chilled sea water to cool their fish.

The problem facing the Alaskan salmon industry is that its competitors have advanced so rapidly in marketing a high-quality product. For example, handling of farm reared salmon is designed to produce the freshest, most defect-free product possible. Farm reared salmon, regardless of their source of origin, are usually in transit to market within four hours after they are slaughtered.

B. The opportunity

The world supply of salmon increased rapidly during the 1980s, and by 1990 farmed salmon amounted to 28 percent of the world production (Alaska Seafood Marketing Institute [ASMI] 1991). This indicates that the growth in farmed fish has increased the consumption of salmon. Currently, most farmed fish are marketed fresh, which reduces inventory costs. More importantly, freshness appeals to consumers. The 1991 ASMI report shows that quality, freshness, and consistency of supply are the *most important* factors in attracting users to farmed salmon. Until ocean ranching of chinook, sockeye, and coho becomes a major element in overall "wild" salmon production, Alaskan fish producers can control only quality, one attribute of which is freshness. Producers of farmed salmon can control supply as well as biological factors such as weight, flesh color, flesh firmness, and oil content.

C. The characteristics of quality

Each species of salmon has its own distinctive quality attributes. Quality is what buyers consider desirable in a product, a set of characteristics that makes eating the product an enjoyable experience. For salmon, these characteristics include appearance, flavor, odor, texture, and freshness. (As the word *freshness* is used here, it is a function of time and temperature and does not differentiate between frozen and unfrozen fish.) Freshness is given primary emphasis by marketers of farmed salmon. For the most part, harvesters and processors of wild salmon do not pay enough heed to freshness. Neither the U.S. Food and Drug Administration nor the Alaska

Department of Environmental Conservation inspects for freshness. Both agencies ensure only that minimum standards are met. Their main concerns are that the product is wholesome (free from decomposition, adulteration, and contamination) and was not handled and processed under conditions wherein it may have become contaminated or adulterated.

A voluntary seafood inspection program has been administered for many years by the National Marine Fisheries Service for the U.S. Department of Commerce (USDC). The USDC inspection certifies only that salmon is processed under sanitary conditions and meets a company's own definition of standards as stated on its packages. In the North American scientific community, most seafood technology research has been devoted to understanding bacterial spoilage, chemical measurements of spoilage, and methods of extending the shelf life of fish. No wonder we pay so little attention to the overall quality and freshness of our seafood. In contrast, much research in Japan and Europe is devoted to methods for measuring freshness, and both physical and chemical methods have been developed. In Japan the chemical score for freshness often is displayed on a product at the retail level. This chemical score is a measure of chemical changes in fish flesh which occur before significant bacterial growth takes place. These methods are little used in North America. Our lack of concern for freshness is an attitude which must change if Pacific wild salmon from North America are to compete successfully with farm reared fish.

II. Objective

The objective of this bulletin is to increase awareness of quality problems in the care and handling of wild salmon harvested by gillnet, purse seine, and troll gear in all areas of the northeast Pacific. This bulletin points out quality problem areas commonly encountered in the production and manufacturing of wild salmon and makes recommendations that, if followed, will reduce complaints encountered in the marketplace.

III. Biology

Several aspects of salmon life history affect the quality of the end product. Genetic controls determine flesh and skin color as well as oil content; however, degree of maturity also strongly affects these quality attributes. Factors associated with the method of harvest and killing also have an impact.

A. Intrinsic quality

Intrinsic quality refers to the set of characteristics unique to a species, to populations within species, and to individuals within populations.¹ These characteristics reflect the natural condition of a live fish. Intrinsic quality characteristics that are important market factors include size, color of skin and flesh, oil content, flesh texture, and degree of maturity. Intrinsic quality varies with stage of maturity, age, and season.

B. Extrinsic quality

Extrinsic quality refers to changes in fish flesh that take place during and after harvesting. These changes include preventable defects caused by bruising, poor workmanship during processing, contamination, or physical abuse. Extrinsic quality is influenced by the method of harvest and by every person who handles the fish (from the fisherman to the consumer). It also is affected by bacterial growth and chemical changes which cannot be stopped, but can be slowed by proper handling and storage. Fishermen can have their greatest impact on quality, and therefore the market, by controlling extrinsic quality.

¹ Because there are so many genetically separate populations within a species of salmon, the intrinsic quality of fish of the same species varies greatly. All major buyers of Alaska salmon are well aware of that fact. For example, Yukon king salmon are renowned for their high oil content, bright flesh color, and thick belly walls. In 1991 Yukon fishermen received an average of \$4.10 per pound for gillnet caught fish. Cook Inlet kings are large but do not enjoy a good reputation because they have low oil content, relatively poor skin color, and thin belly walls. The average price for Cook Inlet king salmon in 1991 was \$1.15 per pound. Fish buyers also recognize the differences in handling practices and other extrinsic quality factors in salmon produced in different regions.

C. Maturity

Salmon go from the juvenile stage to sexual maturity, spawning, senility, and death in a short time. The timespan for the maturing process varies by species and is closely correlated to the distance from salt water to the spawning grounds. The onset of maturity coincides with rapid growth, increase in gonad size, firming of the flesh, and setting of the scales. Growth can be spectacular. For example, coho salmon in Southeast Alaska grow at a rate of 1 pound per week during the August through September period prior to spawning. An immature, 3-pound coho harvested at the end of June easily could have exceeded 12 pounds by the first week of September. An increase in gonad size and flesh oil content coincides with an increase in body weight. High oil content, roe weight, and maturity are important attributes of intrinsic quality.

As salmon mature, they migrate to their home stream or spawning system. Feeding stops with the onset of sexual maturity, and from that point on, intrinsic quality characteristics deteriorate. Stored oil and proteins are the only energy sources. Proteins are used as the primary energy sources during spawning migration. Oils are transferred to the gonads and are used as secondary energy sources during the maturation process and spawning migration. Pigments are metabolized along with the oils and protein. The carotenoid pigments (red color compounds) are transferred to the eggs and skin in females and to the skin in males (Ando 1986). As maturity progresses, skin color changes and the bright silver color is lost. Morphological changes in body conformation associated with maturity also have a negative effect on quality. In addition, odor and flavor compounds undergo chemical changes which result in a less desirable product as maturity progresses (Josephson, Lindsay, and Stuiber 1991). These important intrinsic quality properties which change with age are relevant to the selection of fishing locations and periods during the season. Therefore, salmon management has an important impact on the ultimate quality of Alaskan salmon. No buyer wants a salmon with a dull color and low oil, low protein, and high water contents.

D. Death and rigor mortis

The way a salmon is killed impacts its overall flesh quality. A quick, nonviolent death by stunning and bleeding causes the least damage. A violent, protracted struggle has a negative impact on quality. It causes a series of rapid chemical changes that directly control rigor mortis and affect freshness and storage life.

When a fish dies, its flesh and skin are bright and elastic and its body is limber. This immediate post-death period is called pre-rigor mortis. During pre-rigor, the chemical breakdown of high energy compounds and enzyme activity continue at a temperature-controlled rate in the same way as when a fish is alive. When a fish is alive, chemical breakdown and buildup are in balance, but upon death, all system repair stops. The resultant chemical changes bring about contractions of the skeletal muscle tissue. The stiffening of the body is called rigor mortis. Rigor is similar to a severe muscle cramp or charley horse. During pre-rigor and rigor, the breakdown of high energy compounds is accompanied by the oxidation of glycogen. Glycogen metabolism produces lactic acid. The buildup of lactic acid in the flesh lowers pH; that is, it raises its acidity. High acid content inhibits bacterial growth, so spoilage bacteria do not start to increase until after the fish comes out of rigor. The period after rigor is post-rigor mortis. During the immediate post-rigor period, the fish becomes flaccid. At that time bacteria build up and spoilage begins. The longer a fish stays in pre-rigor and rigor, the longer freshness is maintained.

The length of rigor varies from species to species and within species. Much depends on the condition of the individual fish. However, maximizing rigor time must be one of the handling objectives. The critical period for maintaining freshness begins at the time the fish first encounters the gear and extends through the rigor period. The longer a fish struggles before it is killed, the faster it will go into rigor and the shorter will be the rigor period. Struggling causes a rapid breakdown of high-energy compounds and the rapid oxidation of glycogen, leaving little to be consumed during the rigor process.

Temperature also controls the length of the pre-rigor and rigor periods, because it controls the chemical reaction rates. The higher the temperature, the faster the reaction rates, and the shorter the

periods of pre-rigor and rigor. For cod the time in rigor at 0°C (32°F) is three times longer than at 11°C (51.8°F). Even gentle handling of fish during rigor shortens the rigor period (Jones 1964). The importance of extending the rigor period as long as possible cannot be overemphasized.

IV. Causes of Quality Problems

Once a fish loses freshness and general quality, no amount of processing or technology can reverse the process. Fishermen get first crack at the product because they are first in a long chain of handlers extending from the ocean to the consumer. Each time a fish is handled, irreversible damage takes place. The degree of damage depends on how gently or how roughly the fish is handled. There is no magic in the fish business; careful handling and attention to every detail of quality are the only ways to prevent quality problems.

A. Physical defects

Physical damage is the primary cause of quality loss in net caught salmon. Gaping flesh is the most common serious defect, followed by bruising and soft (mushy) flesh. Many of these defects cannot be detected in fresh or frozen dressed salmon until the fish are split, filleted, or steaked. Damage from net marks results in a loss of scales. Gillnet marks detract from the appearance of fish, but unless the marks are deep, damage is superficial and easily trimmed.

1. Gaping

Gaping is the separation of the muscle layers due to weakening of connective tissue that causes holes or slits to appear between the muscle layers (see photograph 1 on page 23). The severe gaping shown in photograph 1 is a serious defect that makes the side unsuitable for mild curing or a cold smoked product. It also detracts from the appearance of fillets and steaks. The chief causes of gaping are:

a. Allowing the fish to go into and through rigor at high temperature (Love and Haq 1970). This is directly correlated with the pH of the flesh (Love 1979). At a high temperature, the muscle tissue contracts so violently that it separates from the connective tissue. (The thin, white layers shown between the large, red muscles in photograph 6 on page 28 and photograph 11 on page 33 are connective tissue.) The connective tissue in fish is very weak compared to that of mammals, and is further weakened at high temperature.

b. The nutritional condition of the fish. A fish in good condition has higher stores of glycogen that provide for greater lactic acid buildup and more violent contraction of muscle tissue.

c. Physically bending the fish while it is in rigor. The muscles are very hard and rigid during rigor. Bending or straightening the fish will tear its connective tissues and lead to gaping.

d. Lifting or pulling the fish by its tail, particularly when removing salmon from a gillnet or lifting a heavy fish. This form of abuse causes gaping in the area of the caudal peduncle (tail section).

Gaping is insidious in that neither the external appearance nor the belly cavity of the fish may reveal any sign of poor handling. Gaping eliminates many fish of otherwise fine quality from the high price side of the market because they are not acceptable for manufacturing as smoked salmon or for use in the white tablecloth restaurant trade.

2. Bruising

As explained in the opening paragraph of this bulletin, internal bruises are the bane of the wild salmon industry. A large bruise not only prevents the fish from being manufactured as lox, it represents waste because the bruised area and the soft, mushy flesh adjacent to it must be cut away. The equivalent of several steaks or the entire caudal peduncle area may be wasted. Bruising just in front of the caudal peduncle, as shown in photograph 2 on page 24, may be caused by lifting a salmon by the tail, dropping it on the tail, or bending the tail when the fish is in rigor. Any action that breaks the backbone of the fish can cause a severe bruise.

Bruising can occur both when the fish is alive and after it is dead. The flesh of the salmon shown in photograph 3 on page 25 was bruised after the frozen fish was defrosted. Japanese research on gillnet caught chum salmon showed that the incidence of bruising increased from 21% in fresh, split fish to 40% after the fish had been frozen. Apparently, freezing of the soft flesh in the area of a bruise further damages the tissue, allowing blood to spread.

Most fish with external gillnet marks will have superficial bruises along the dorsal bones and near the dorsal fin (see photograph 4 on page 26). These bruises easily can be trimmed away when splitting the fish; they are not obvious in steaks. Deep gillnet marks that leave indentations in the skin and flesh can be accompanied by bad bruises (see photograph 5 on page 27). Such bruises generally

result from leaving gear in the water too long in heavy seas. As the net surges in heavy seas, the fish again may be gilled by a section of net. This will cause the net to stretch and can result in serious damage to the fish, including breaking the back and cutting the skin. Towing a gillnet containing salmon also will damage the catch. Fish damaged as severely as the salmon shown in photograph 5 should be discarded but seldom are.

Other causes of bruising include heavy blows to the flesh, as when fish are hit with the back of a gaff, dropped from the brailer to the bottom of the hold, stepped on, gaffed or pughed in the body, or thrown into holds, onto the deck, or into totes. Bruises still occur in troll caught fish due to improper gaffing (see photograph 6 on page 28) and in gillnet caught fish due to puncturing with a picking hook, gaff, or pugh (see photograph 7 on page 29). Bruises appear more often and are larger in fish held at a high temperature (Jones 1964). Bruises appear in both canned and frozen products. They are unsightly and unappetizing, and they result in unhappy consumers. *Remember, when salmon bruises, everyone loses: Handle with care.*

3. Mushy flesh

Mushy or soft flesh is caused by physical damage or by chemical damage such as enzymatic breakdown and bacterial digestion. Physical damage will be emphasized in this section. Photograph 8 on page 30 shows physical damage in the caudal area of a gillnet caught sockeye salmon. The yellowing of the flesh just posterior to the belly cavity below the backbone shows that oxidation of the oil in that area has taken place much faster than in the undamaged dorsal muscle. Mushy flesh is caused by the same kinds of abuse that causes bruising, including stepping on fish, piling them too deep, and dropping them, but the damage is more general.

Mushiness is easily detected when a salmon is split, because the knife will stick to the flesh. Mushy flesh renders a side unsuitable for the manufacture of lox. It will give a fillet a poor, dull appearance. The cooked flesh will have a dry, mealy texture and may have an off flavor associated with rancidity. Preventing mushy flesh by handling salmon more carefully is a must.

B. Enzymatic breakdown of protein

Enzymes are chemical compounds responsible for speeding up reactions such as the breakdown of protein. They also are essential for building proteins. However, all maintenance stops when the fish dies. Enzyme activity is temperature controlled; it increases in proportion to increases in temperature.²

The most commonly seen effect of enzymatic degradation is belly burn (shown in photograph 9 on page 31). Belly burn is caused by digestive enzymes that break down the wall of the intestinal tract, leak into the belly cavity, and then begin to digest the body wall. In less severe cases the belly wall will have a deep red color, but no rib bones will be exposed. Other enzymes which control protein breakdown are present in the muscle cells. They are responsible for the general softening of flesh.

Other major factors that hasten enzymatic degradation of fish flesh are crushing and pressure. Experiments have shown that even relatively low pressure will significantly increase enzyme activity. Sockeye salmon that were held under 36 inches of fish for 24 hours had enzyme activity three times higher than that of sockeye held for the same time under only 12 inches of fish (Motohiro and Akazawa).

The degree of maturity affects enzyme activity in some fish. For example, immature silver salmon become very soft immediately post-rigor, even though they are firm and resilient before and during rigor. Salmon which have stopped feeding have lower stomach enzyme activity than do actively feeding fish.

C. Spoilage

The narrow definition of spoilage is decomposition and putrefaction caused by protein digesting bacteria. Bacterial spoilage is still a problem with salmon produced in Alaska. It can be found in fresh, frozen, and canned products. While incidents of decomposition are much less common than other defects, the loss of quality and freshness due to bacterial changes are problems encountered statewide.

² This is generally true between 32°F (0°C) and 68°F (20°C); however, each enzyme has a specific temperature at which it is most active. Most enzymes which break down protein are denatured at high temperatures.

A live salmon has bacteria on the skin, gills, and in large numbers in the gut. The flesh of a live fish is sterile; however, when the skin is broken or punctured, bacteria enter the flesh. After the fish has been killed, bacteria populations remain relatively stable during pre-rigor and rigor. When the fish emerges from rigor, bacteria populations grow at a fairly predictable rate which is temperature dependent. As with enzyme reactions, the higher the temperature, the faster bacteria populations increase. Bacteria can be added to the product from anything that comes in contact with the fish, such as gloves, the boat deck, the beach, and the chilling system. The more bacteria on the fish, the faster they lose freshness and spoil. Cuts or punctures in the skin or belly wall expose flesh, and the things that make these cuts or punctures can inject bacteria into the flesh. This will greatly accelerate spoilage of the fish.

D. Other causes of quality problems

1. Rancidity

Rancidity in fish is caused by the oxidation of oils (lipids). The first sign of rancidity in salmon is yellowing of the exposed flesh of the belly cut and collar. In more advanced stages, further yellowing of flesh takes place, especially in the belly, and the flesh has a strong, unpleasant odor. In the most severe cases, the oils bleed to the surface of the belly wall and skin and develop a rusty color. Such fish are unfit for human consumption.

Rancidity usually doesn't show up in properly handled, fresh fish, because the reaction rate for lipid oxidation is slower than it is for bacterial spoilage or enzymatic breakdown. The chain reaction of lipid oxidation starts soon after the fish is killed but proceeds more slowly. Sunlight and certain ions (such as iron and copper ions) are catalysts for lipid oxidation reactions. The ultraviolet (UV) in sunlight is a particularly strong catalyst. Exposure of flesh to direct sunlight for as little as one hour can cause oils to oxidize to the point that rancid odors become obvious. Once the oxidation reaction starts, it cannot be stopped at frozen storage temperatures of 0°F (-17.78°C) to -15°F (-26.11°C), even if air is sealed off by glazing or impermeable vacuum packaging.

2. Sunburn

Sunburn can be a serious problem in the setnet and skiff fisheries. In mild cases sunburn appears as a slight blushing during freezing. After freezing a deeper blush will appear. In severe cases the skin will be dry and wrinkled, as shown in photograph 10 on page 32. Such fish have mushy flesh from enzymatic breakdown and are unfit for human consumption. Direct sunlight is not necessary either for sunburning or for catalyzing oxidation reactions. The UV in sunlight will penetrate cloud layers and cause the same problems as will direct sunlight.

3. Dirt

Dirt is a problem with many fish caught in setnets. In Cook Inlet and Bristol Bay, which have high tidal ranges, fast currents make it difficult to pick fish from the nets except during high and low tide slack periods. Wide tidal flats ensure that the nets will go dry at low tide, allowing fish to lie in mud. This adds large quantities of bacteria to the surface of the fish. Sand and mud are difficult to wash off fish because they lodge in the slime and especially in the gill cavity. There is the potential for dirt to end up in the finished product. Dirty decks, checkers, and holds add to the bacteria load. Pets present special sanitation problems, so they should *not* be permitted on vessels that catch or transport salmon.

V. Improving Handling Techniques

The quality of Alaskan salmon can be greatly improved by better care and handling of the fish at every step from harvesting through processing. The temperature and manual handling of the product are under the control of the fishermen. Facts and recommendations that must be considered in any attempt to improve product quality and regain lost markets include the following.

A. Temperature

Shelf life is defined as the maximum length of time a food is desirable for human consumption. Shelf life is a direct function of product temperature. When all else is equal, the rate of loss of freshness will increase with increases in temperature (Doyle 1989).

The shelf life of fresh sockeye salmon handled under ideal conditions generally is considered to be 12 days, assuming that the fish is held at 32°F (0°C) from the time of death. In a 24-hour period, when a fish is held at 32°F (0°C), 1 day of shelf life is used; at 39°F (3.89°C), 2 days of shelf life are used; and at 50°F (10°C), 4 days of shelf life are used. In other words, when a sockeye salmon is held at 50°F (10°C) for 1 day, only 8 days are left to get the product to the consumer (see table 1 on page 18). The shelf life of a fish varies with its intrinsic quality at the time it is harvested. The expected shelf life for various species of high-quality, commercially caught and processed salmon is as follows: kings, 10 days; silvers, 10 to 12 days; chums, 13 days; and pinks, 6 days.³

Many fishermen believe that holding salmon from 12 to 24 hours at ambient temperature does little damage. *This is sheer nonsense.* As pointed out above, the first few hours after death are critical in determining the duration of the pre-rigor and rigor periods. Extending rigor as long as possible is a primary objective of chilling fish. Crapo, Kramer, and Doyle (1988) have shown that mature silver

³ Because laboratory experiments usually are conducted under ideal handling conditions in which the fish receive little abuse, published shelf life times usually are longer than those listed here. Laboratory experiments usually do not reflect the "real world" in which a large quantity of product must be handled in a short time.

salmon caught in a purse seine and bled, gutted, and layer iced were in excellent to good condition after 8 days. In the same experiment, silvers held at 50°F (10°C) for 12 hours and then iced were in fair to good condition after 8 days, while delaying chilling for 24 hours prior to icing resulted in a product that was unacceptable on the fresh or frozen market 8 days after harvesting. Immediate chilling of the catch is the only acceptable holding method if wild salmon are to compete at the top end of the market.

Another marketing disadvantage in unchilled fish is shrinkage. Research by Tomlinson et al. (1969a) showed that sockeye salmon stored in boxes 12 inches deep and held at 60°F (15.56°C) for 12 hours lost 0.7% of their body weight, while those held 24 hours lost 1.2% of body weight. Sockeye salmon held in the hold of a vessel will lose much more weight than the fish held in a box only 12 inches

Table 1. Relative rates of spoilage and loss of equivalent days on ice for different temperatures and times*

Temperature		Relative rate of spoilage	Equivalent days on ice with time	
C	°F		12 hrs.	24 hrs.
-2.00	28.40	0.64	0.32	0.64
0.00	32.00	1.00	0.50	1.00
2.00	35.60	1.44	0.72	1.44
4.00	39.20	1.96	0.98	1.96
6.00	42.80	2.56	1.28	2.56
8.00	46.40	3.24	1.62	3.24
10.00	50.00	4.00	2.00	4.00
12.00	53.60	4.84	2.42	4.84
15.00	59.00	6.25	3.12	6.25

* Equivalent days on ice computations were carried out to three places for mathematical accuracy only. Because of biological variability within a species, numbers are meaningful only to one place past the decimal point. For example, if a fish is held a 50°F (10°C) for 24 hours, $r = 4$ means 4 days of shelf life are used in 24 hours; 2 days are used in 12 hours.

deep, because the greater physical pressure on them will squeeze out more body fluid and slime.

The old saying, Colder is better, is true to a point: a low temperature inhibits bacterial growth. However, at 28.4°F (-2°C), where fish flesh is partially frozen, ice crystals form in the cells and some enzymes become more active. Salmon roe turns dark and is of low value when partially frozen. An ideal holding temperature for salmon is 31°F (-0.56°C) to 32°F (0°C).

B. Chilling methods

The three acceptable options available to a fisherman for cooling his fish on a vessel are ice; chilled sea water (CSW), which is sea water chilled with ice and mixed using air; and refrigerated sea water (RSW). CSW is also known as "champagne ice." Of the three choices, properly applied ice is best, followed by CSW, and then RSW (Tomlinson et al. 1974; Crapo et al. 1990). Laboratory experiments show that pink salmon held in ice are acceptable to taste panels up to 10 days, while pinks held in CSW at 31°F (-0.56°C) are unacceptable after 6 days (Crapo et al. 1990).

Each of the chill storage methods has the following advantages and disadvantages.

1. Advantages of ice

- a. Keeps salmon fresh longer.
- b. Results in a better appearing product when properly applied.

2. Disadvantages of ice

- a. Requires more labor and time than do other methods.
- b. Requires horizontal shelving in holds more than 4 feet deep.
- c. Is unavailable in some locations.

3. Advantages of CSW

- a. Low labor input needed for fish stowage.
- b. Has a simple mechanical system.
- c. Fish are maintained at a constant temperature of 31°F (-0.56°C) in properly designed systems.
- d. Is cheaper to install and operate than RSW.

e. Can absorb heat from large loads of fish more rapidly than ice or RSW.

4. Disadvantages of CSW

a. Maximum storage time is shorter than that of ice because fish spoil faster.

b. Scale loss can be severe in heavy weather.

c. Requires more ice than does the ice storage method alone, because after ice is used to lower the temperature of sea water in the hold to 31°F (-0.56°C), ample quantities of ice must be left to refrigerate the added fish.

5. Advantages of RSW

a. Low labor input needed for fish stowage.

b. Requires no ice and can operate anywhere clean sea water is available.

c. Cools fish more rapidly than ice.

d. Can obtain lower temperature than ice or CSW.

6. Disadvantages of RSW

a. Maximum storage time is shorter than that of ice because fish spoil faster.

b. Has high initial costs and operating costs.

c. Requires skilled operators.

d. Has no backup if system breaks down.

e. Temperature fluctuation is greater than that of CSW or ice.

Despite the fact that RSW and CSW systems can be colder than ice, salmon keep better in ice for several reasons. Fish held in RSW or CSW gain weight and absorb salt. For example, research by Crapo et al. (1990) has shown that the salt content of pink salmon held in CSW doubled in 24 hours and was 4 times higher than the original content in 4 days. The water uptake of a pink salmon stored in CSW reached 3.5% of the body weight in 4 days. Water absorption makes salmon more susceptible to handling damage. Salt and water uptake affect both the texture and flavor of frozen salmon, and salt uptake promotes rancidity. Salmon keep better in fresh water ice because the salt content of the flesh will not change significantly during storage. Salmon iced in layers less than 12 inches deep absorb about 0.5 percent of their body weight in 4 days (Tomlinson

et al. 1969a). (Additional information about the effects of deep stowage is provided on page 22.)

Another factor that shortens the shelf life of salmon held in CSW or RSW is the difference in the kinds of bacteria which grow on the skin of the fish (Crapo et al. 1990). *Pseudomonas* bacteria are potent spoilers of protein foods and cause objectionable odors and flavor. In CSW systems this group of bacteria, which always is present in sea water and in fish slime, quickly becomes the dominant bacterial group. In contrast, the *Pseudomonas* populations gradually drop to zero in salmon held in ice (Crapo et al. 1990).

Any oxygen in an RSW system is rapidly used by aerobic bacteria, which produces anoxic conditions. Anaerobic bacteria (a type of bacteria which grows only in the absence of air) quickly dominate the system. Many anaerobic bacteria take their oxygen from sulfur compounds present in the slime, skin, and flesh. This produces hydrogen sulfide, which is the source of the strong, objectionable odor found in most RSW systems after several days of operation. This odor is readily absorbed by the fish and affects its flavor.

7. Changing from ice to RSW or CSW and vice versa

It is common practice to switch fish held in ice to CSW or RSW or the opposite when the fish are transferred from one part of the harvesting chain to another. Some fish handlers believe that fish transferred from RSW or CSW to ice or vice versa lose their quality faster than fish held in ice. This has been verified in work by Crapo et al. (1990), who found that pink salmon which were changed from one system to the other had quality scores intermediate between pink salmon held in ice and those held in CSW. When iced fish were switched to CSW, the results were closer to those of the fish stored in CSW. When fish held in CSW were switched to ice, the quality scores were closer to those of the iced fish. Crapo et al. (1990) concluded that it is less detrimental to fish quality to change fish from CSW to ice than vice versa.

The bulk of salmon produced in Alaska are frozen or canned. Therefore, the storage period for fresh fish before processing must be short enough to allow for shelf life after processing. The maximum preprocessing storage times for salmon in ice and RSW or CSW are:

	Ice	RSW or CSW
pink	4 days	3 days
sockeye	8 days	4 days
chum	8 days	4 days
king	8 days	3 days*
silver	8 days	3 days*

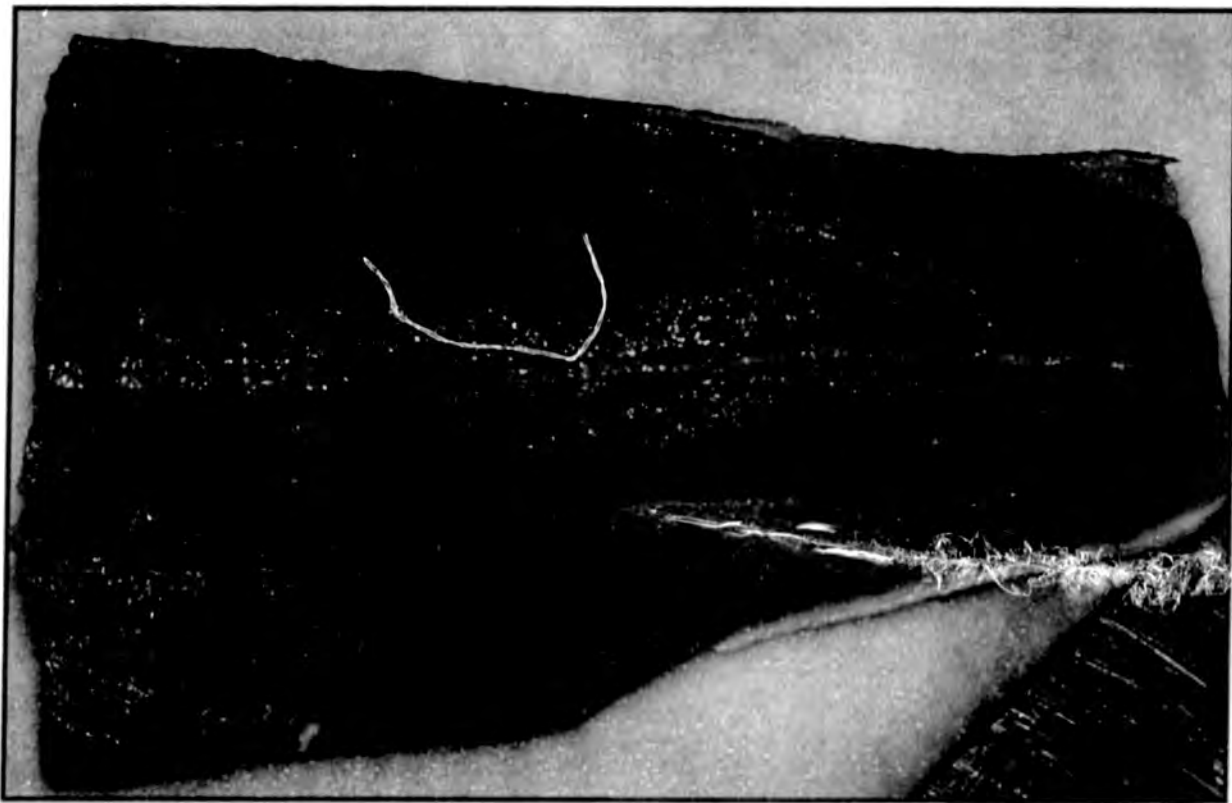
*Recommendations for storage of king and silver salmon are based on anecdotal evidence. Frozen king salmon previously stored in RSW or CSW can be soft and mushy when thawed. Because king salmon taken by seine and gillnet often are pumped or brailled and subsequently are held in RSW or CSW, rough handling may be the cause of or a contributing factor to the poor texture.

8. Special problems with chilling systems

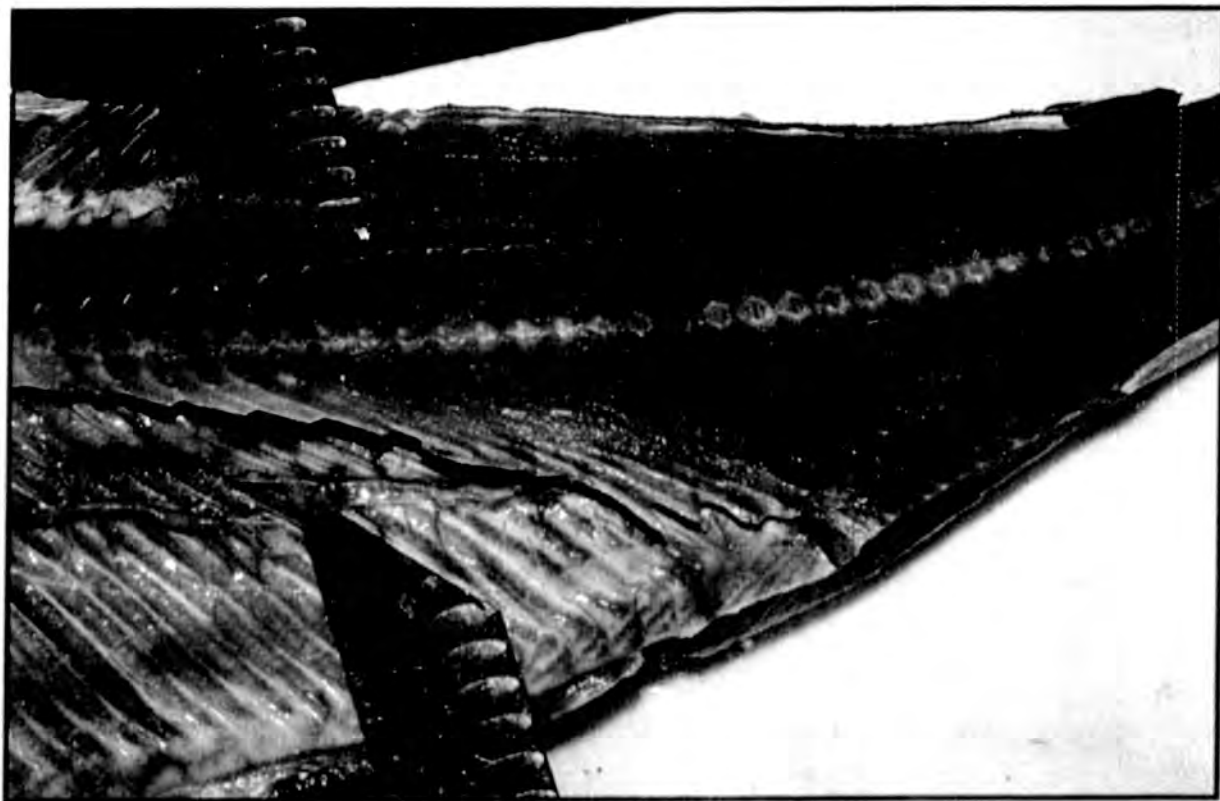
a. Ice: The weight of iced fish puts pressure on fish stowed at lower levels in deep holds. Well-iced sockeye stored 40 inches deep lost about 2.5% of their body weight in 4 days at sea (Tomlinson et al. 1969b). Enzyme activity in fish increases as pressure from the weight of fish stored above them increases, as was pointed out on page 14.

The use of horizontal shelving reduces pressure on fish stored beneath other fish. Shelving in pens of iced fish should be about 24 inches apart and never more than 36 inches apart. Enough ice to absorb incoming heat and cool the fish must be applied in the right places. Sources of incoming heat must be considered in estimating adequate amounts of ice. Major heat sources are the engine room bulkhead, sides of the hold, and shaft alley. The deck head will absorb heat on warm days. If the hold is well-insulated (with the equivalent of 6 inches of urethane foam on the engine room bulkhead and 4 inches on other surfaces), 4 inches of ice on the bottom, sides, and engine room bulkhead should be adequate for a 2-day or 3-day fishing period. Each layer of fish should be only 1 fish deep, with enough ice to just cover each layer. When shelving is used, leave enough room for 2 inches of ice between fish and shelving boards. When the pen is full, 3 inches of top ice are plenty if fish are delivered to dock or tender within 24 to 72 hours after harvesting. Keep

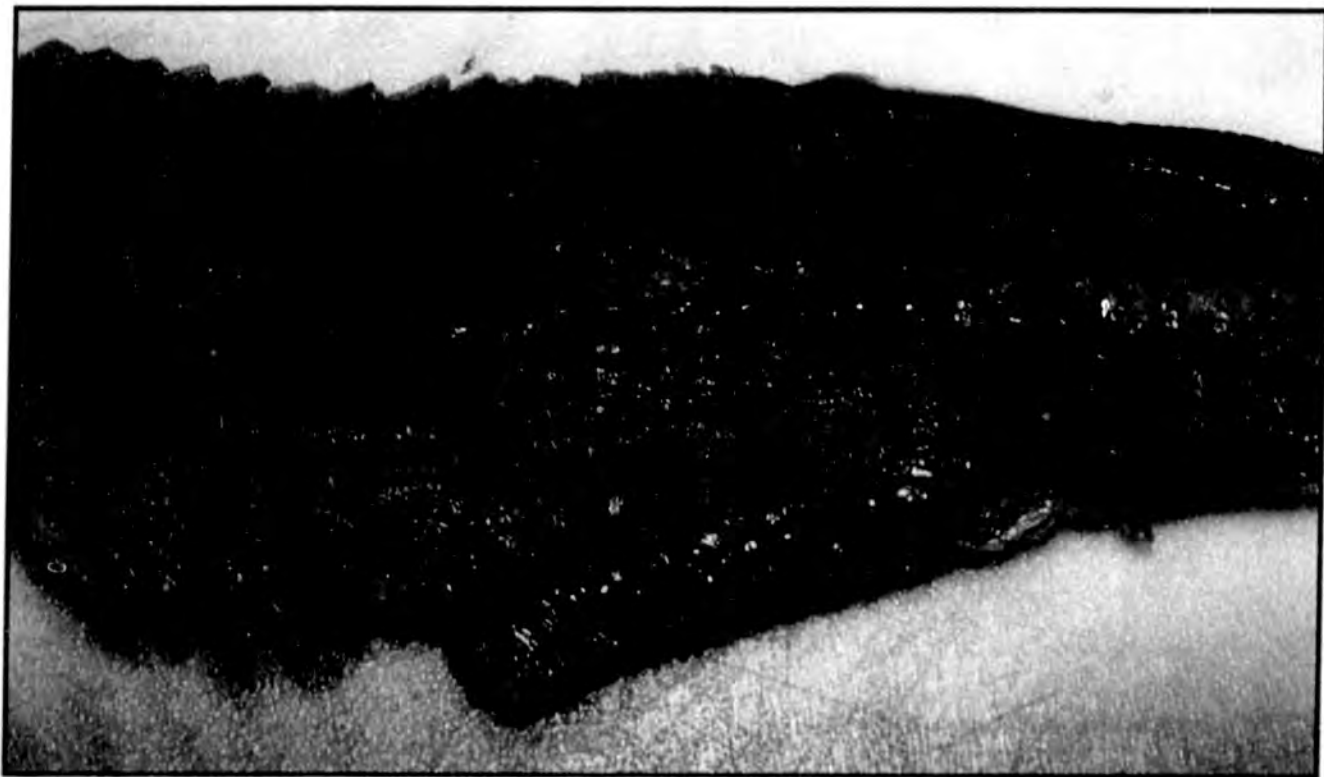
(Continued on page 39)



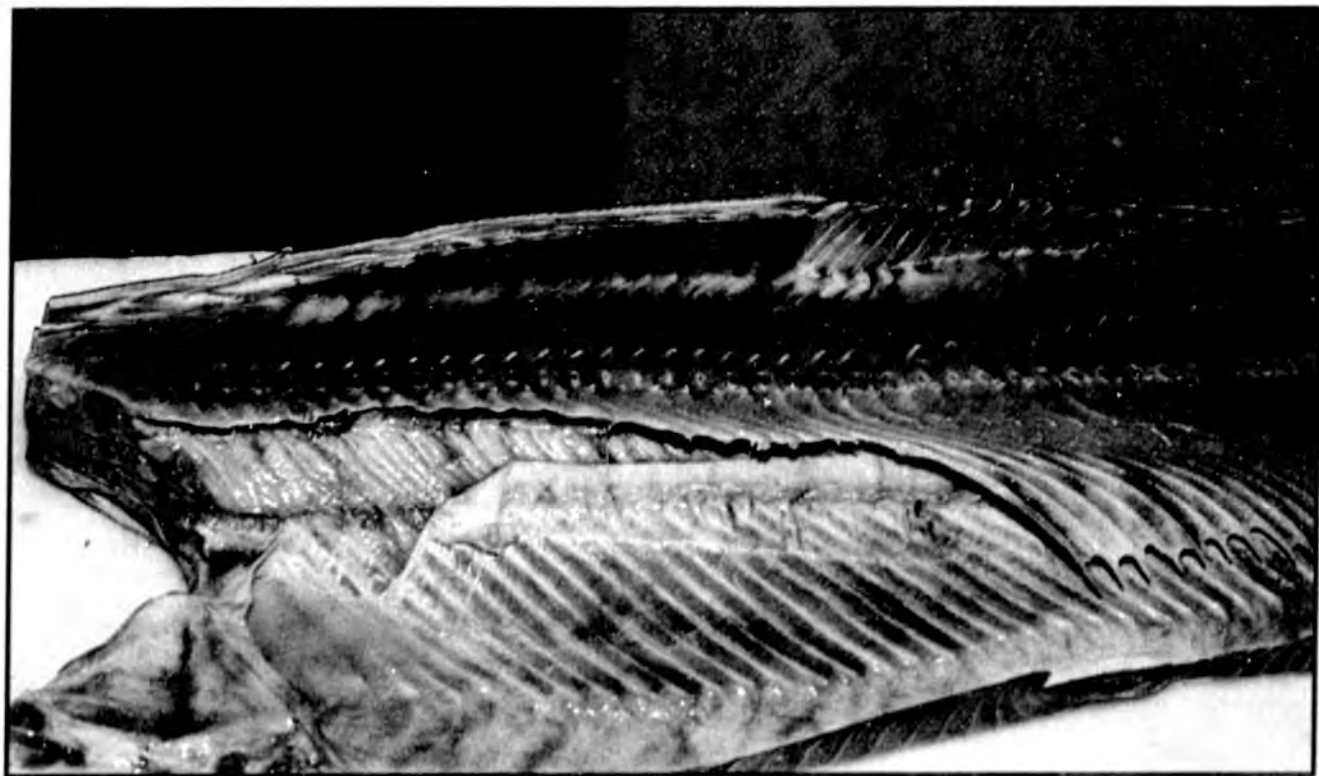
Photograph 1. Severe gaping is shown in the caudal peduncle area of a gillnet caught chum salmon. In this case, the gaping extended up the back of the collar region. This was a silver bright fish with no external sign of abuse. The belly cavity was clean with no marks, bruises, or damage.



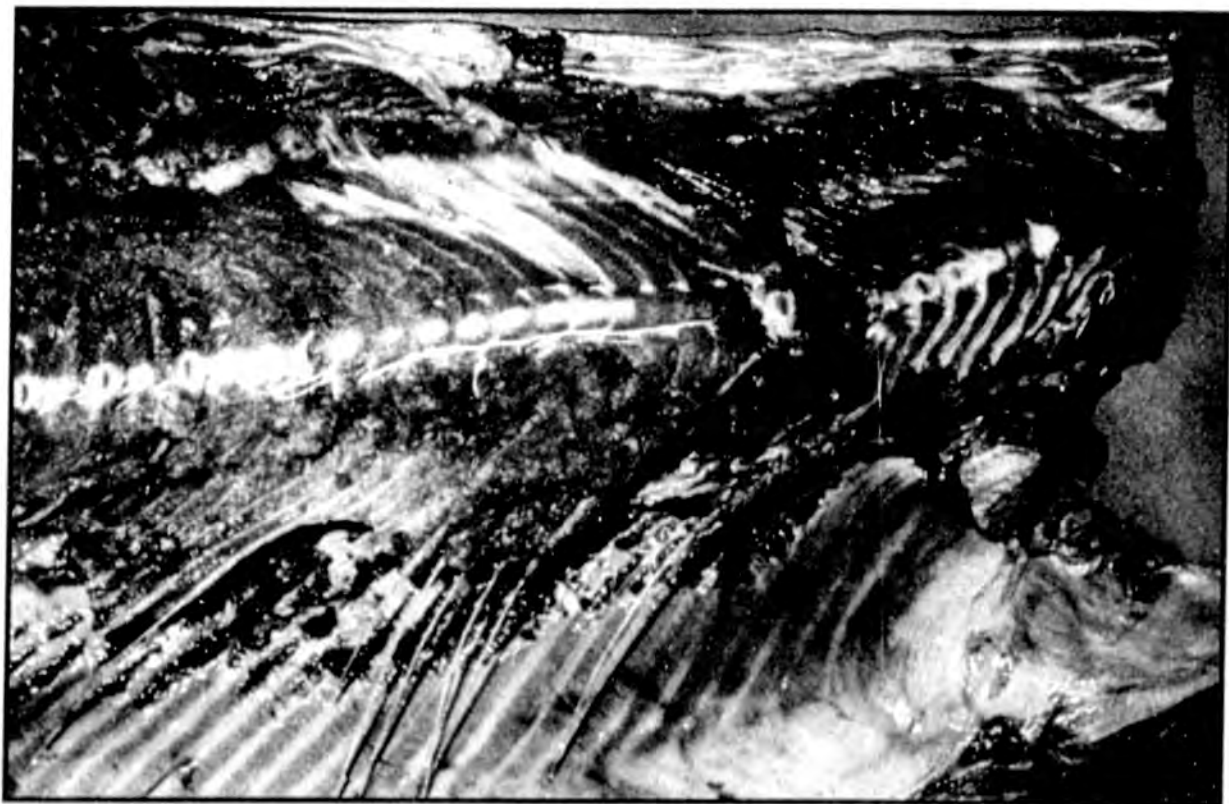
Photograph 2. The bruise in this area is typical for a broken backbone and probably was caused by handling the fish by the tail. Note the dark blood between the vertebrae.



Photograph 3. No blood was obvious at the time this previously frozen sockeye salmon was split. The backbone was broken intentionally, and this photo was taken ten minutes later.



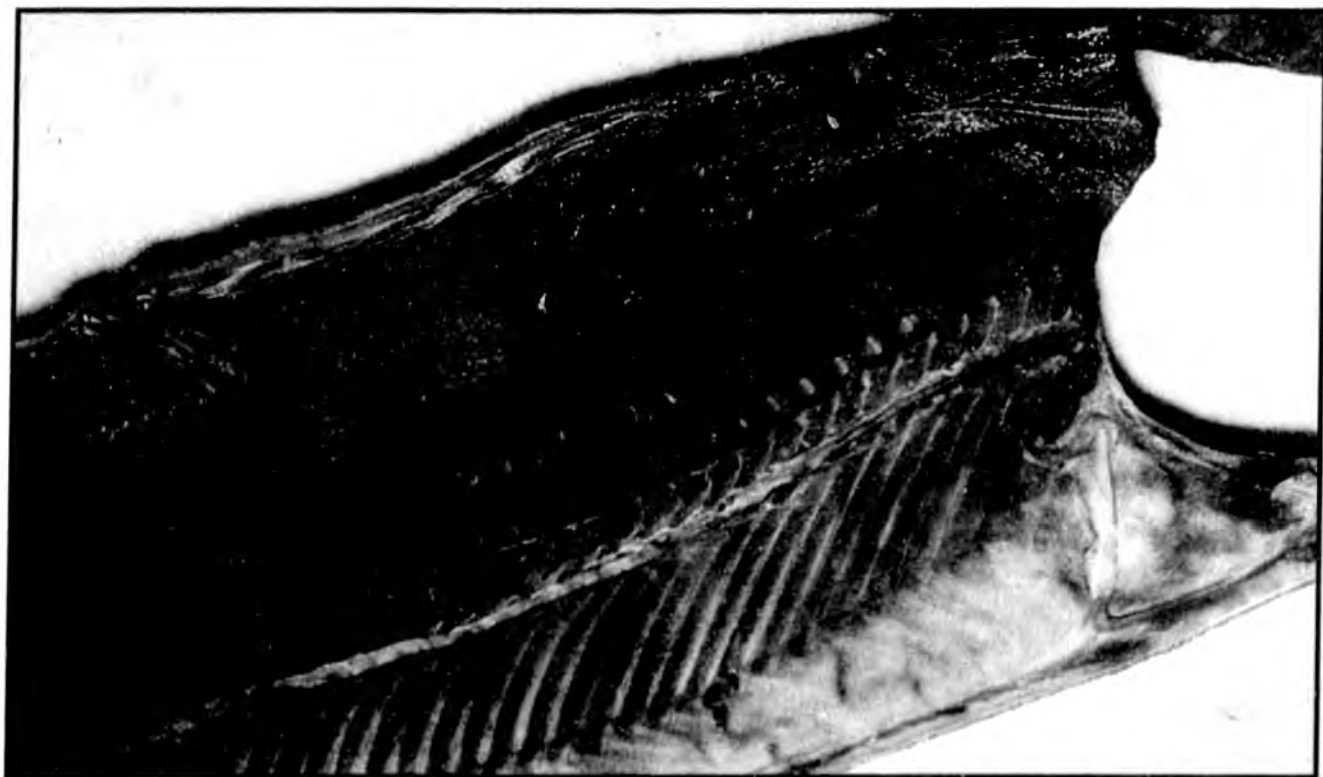
Photograph 4. Bruising by a gillnet along the dorsal vertebrae is shown in this photo. Most of these bruises are removed by minor trimming at the time the fish is split. The bruises do increase trim loss.



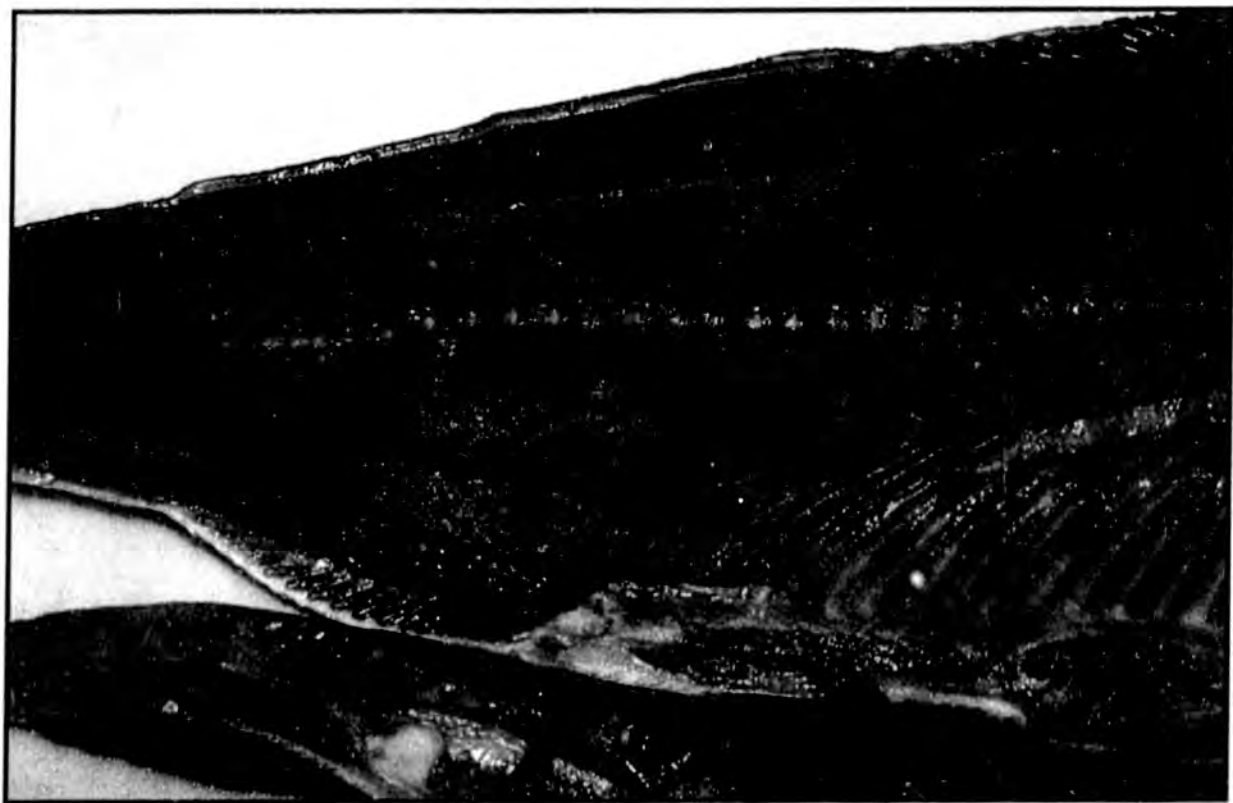
Photograph 5. A gillnet caused the bruise and broken back shown above. This fish has no market value.



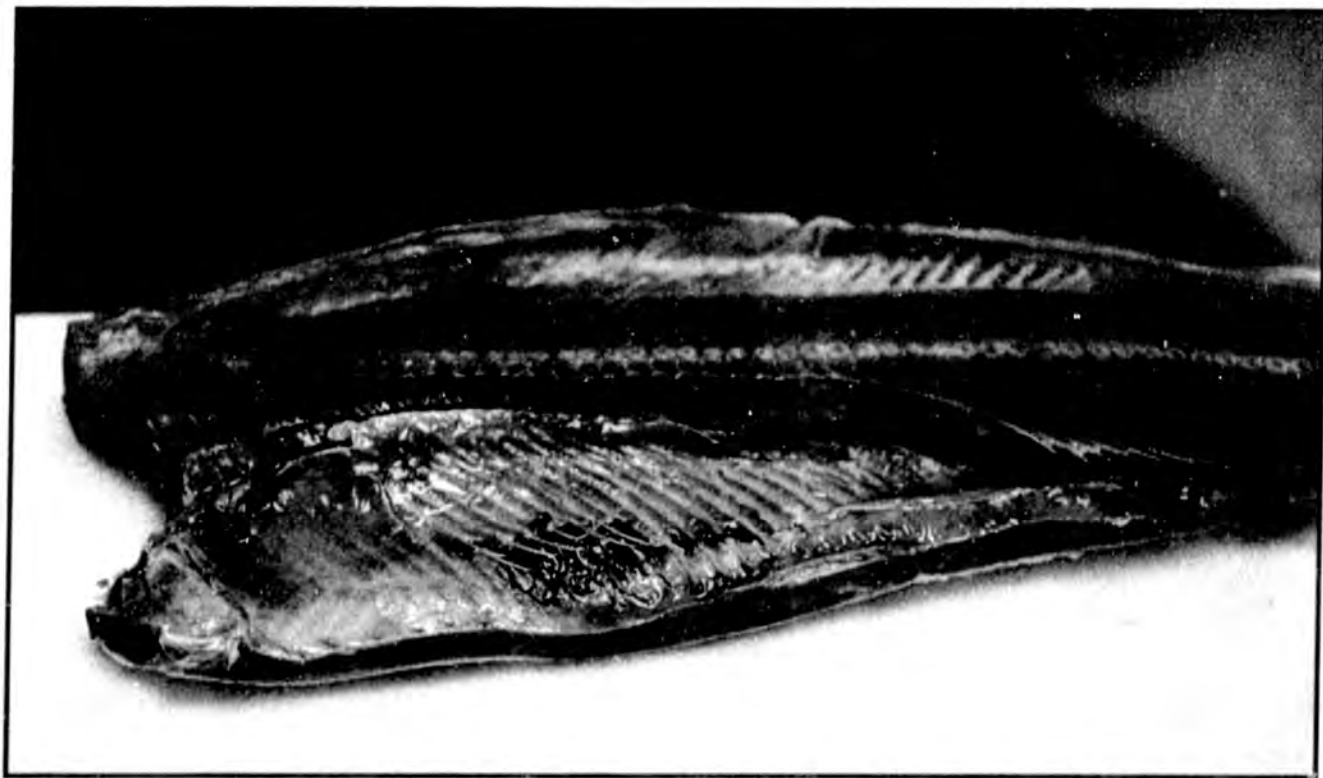
Photograph 6. The deep puncture wound in this troll caught king salmon was caused by gaffing the fish in the back. The bruise spread from the gaff wound.



Photograph 7. The puncture wound in this sockeye salmon taken by gillnet in Cook Inlet during the 1990 season was made by a picking hook, pugh, or gaff.



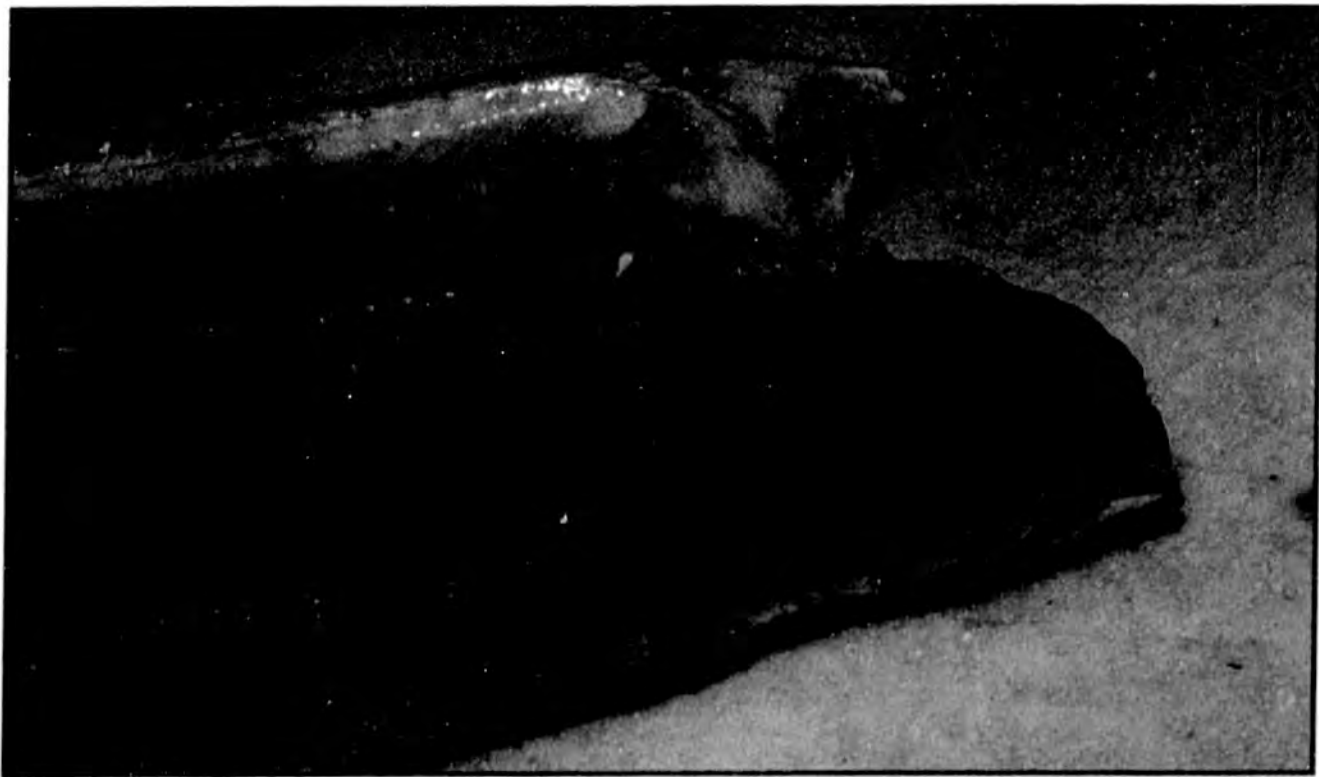
Photograph 8. Gaping, mushy flesh is shown in this sockeye salmon. The soft flesh hastened oxidation of the flesh posterior to the body cavity.



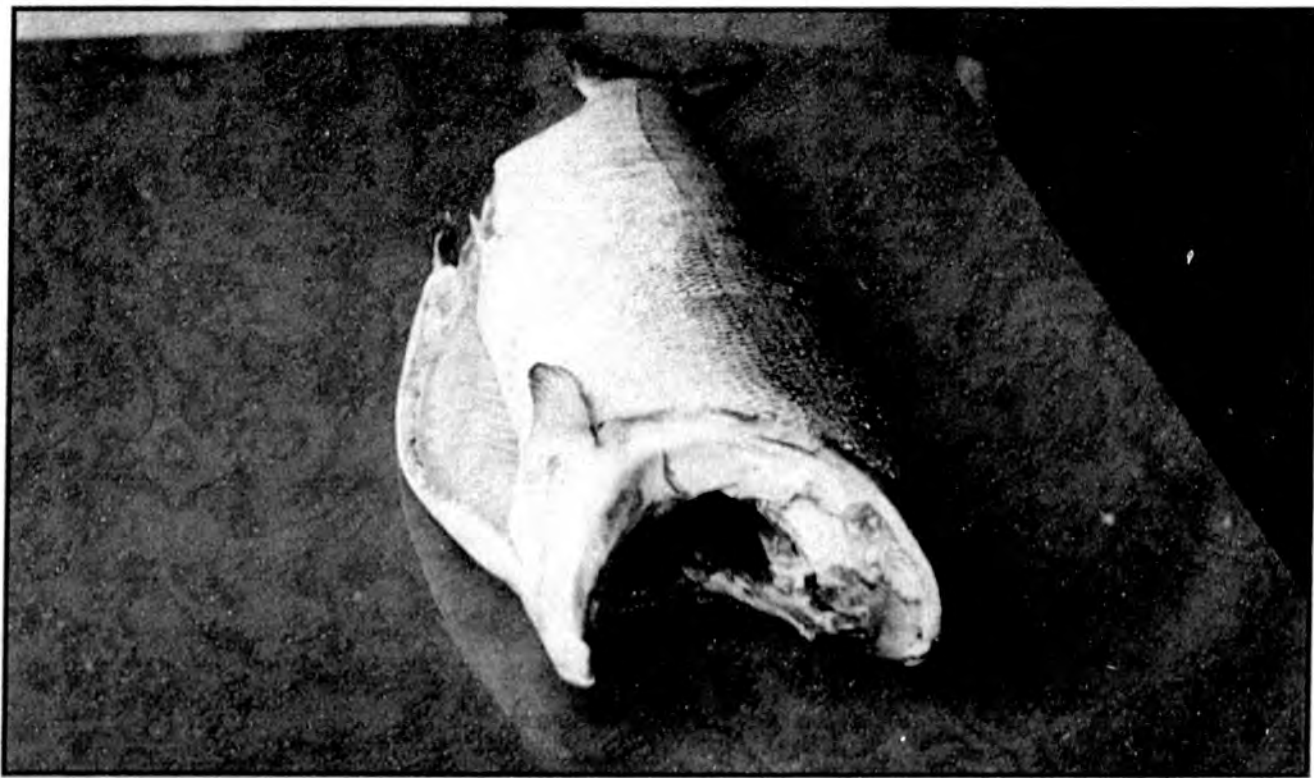
Photograph 9. Moderate belly burn is shown in a gillnet caught sockeye salmon. Note the evidence of poor workmanship in dressing the salmon.



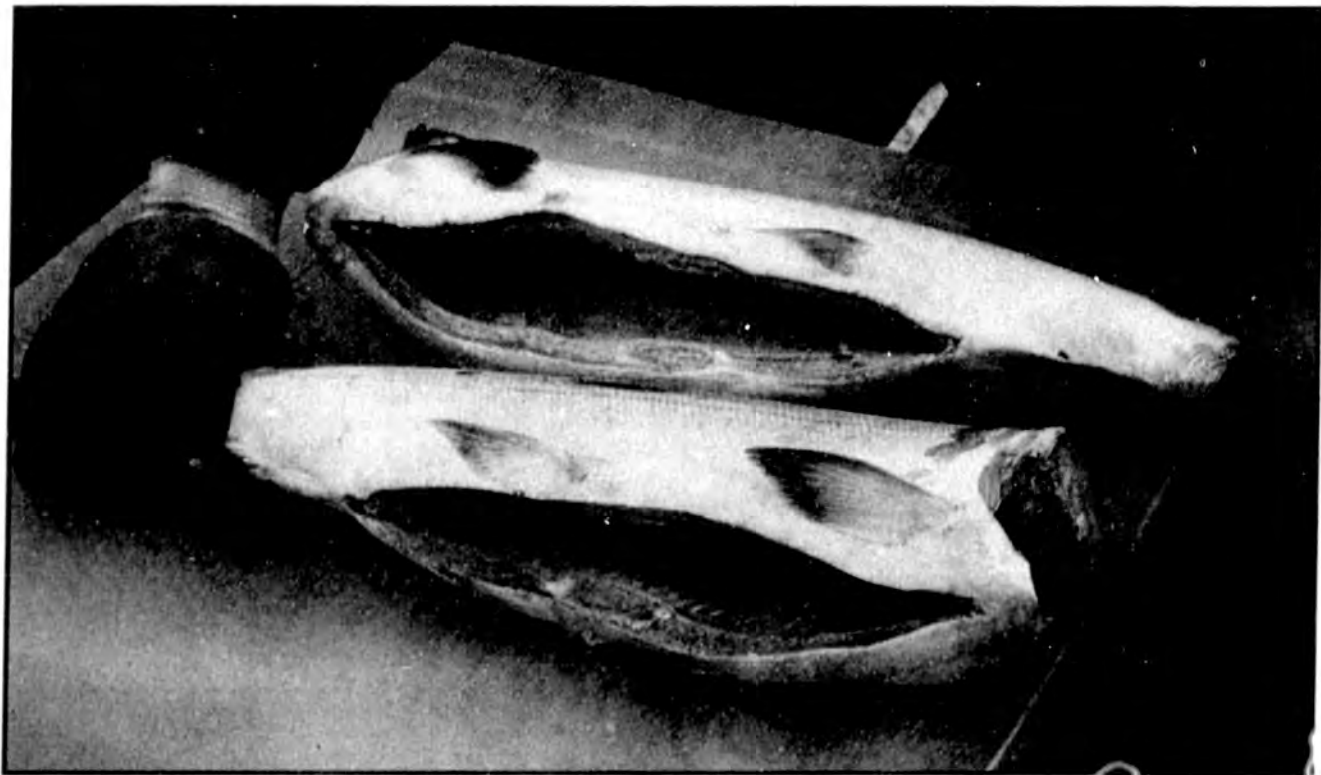
Photograph 10. The dry skin of these sunburned sockeye salmon will turn much darker on freezing. The tag on the fish indicates that they were embargoed by the U.S. Food and Drug Administration (FDA) and condemned by the State of Alaska. Photo courtesy of the FDA.



Photograph 11. The bruise on this troll caught king salmon was caused by a blow from a gaff when the fish was stunned.



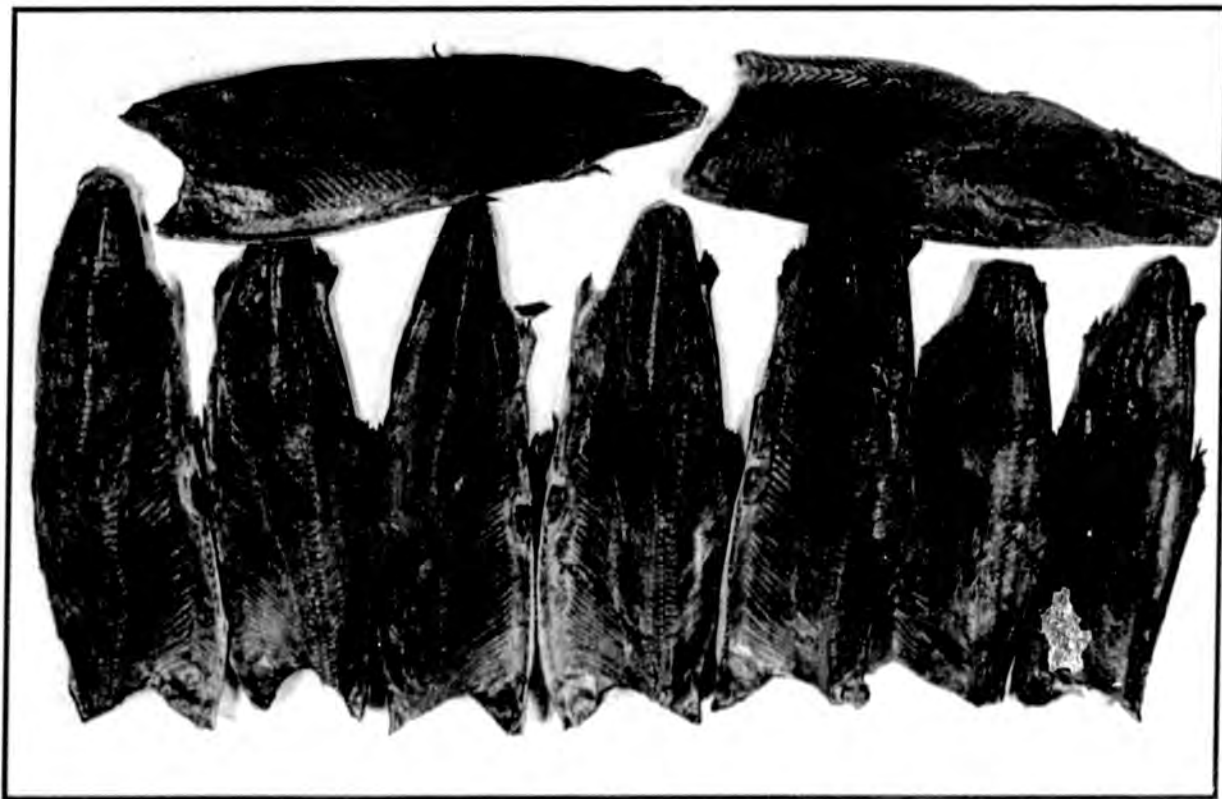
Photograph 12. This is a proper head cut of a frozen, troll caught king salmon. Photo courtesy of G. Baker and G. Gibbard.



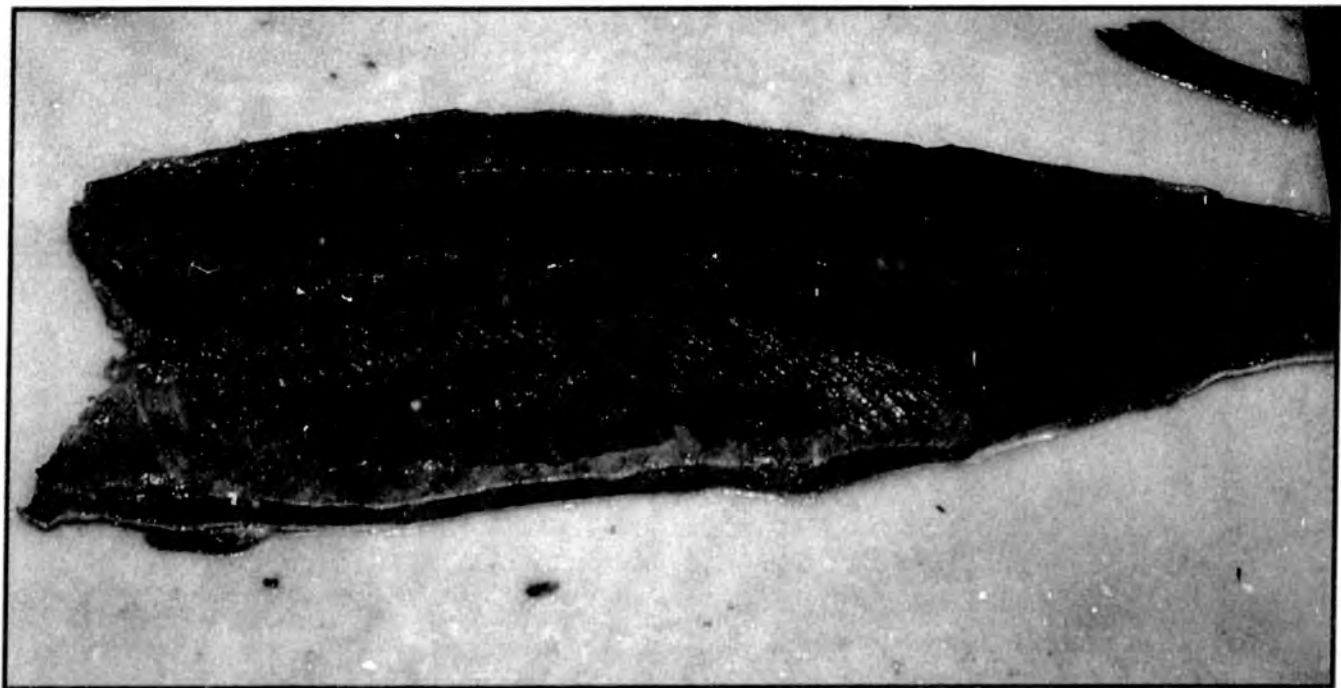
Photograph 13. This is a poor head cut of a troll caught king salmon. The flesh exposed at the nape will increase the possibility of freezer burn. Photo courtesy of G. Baker and G. Gibbard.



Photograph 14. The bad body bruise on this sockeye salmon, harvested in a setnet in 1991, probably was caused by throwing or dropping it against a sharp surface. Note the gaping flesh, which is another indication of poor handling.



Photograph 15. Rough, multiple handling and pumping badly damaged these chum salmon harvested by purse seine off the west coast of Prince of Wales Island in 1990. Externally, the fish appeared to be of good quality. The entire lot of fish had to be destroyed.



Photograph 16. This excellent sockeye side was taken from the same lot of fish as shown in photograph 14. With proper handling procedures, 80% to 90% of net caught sockeye could look like this example.

(Continued from page 22)

in mind that it takes at least 24 hours of storage in ice to lower the temperature of a 5-pound to 6-pound sockeye from 55°F (12.78°C) to 35°F (1.67°C).

b. CSW: The maximum salmon loading rate for either a CSW or an RSW system is 45 pounds per cubic foot of hold space. Denser loading will prevent proper circulation of sea water. The successful operation of a good CSW system requires sufficient ice and proper mixing of the ice, sea water, and fish. The amount of ice needed can be calculated on the bases of the hold size, amount of fish expected, amount of insulation, outside air and water temperatures, length of trip, and several other minor factors. Apply this simple formula to obtain a useful estimate of ice needed:

$$\begin{aligned} \text{Tons of ice} &= \frac{W+F+D}{6} \\ \text{where } W &= \text{weight of water in tons} \\ F &= \text{tons of fish to be chilled} \\ D &= \text{trip length in days} \end{aligned}$$

The amount of ice needed per trip to cool the water and a maximum load of fish for each 1,000 cubic feet of hold space can be computed using the following figures and formula. One thousand cubic feet of hold space will contain 31 tons of water and accommodate 22.5 tons of salmon, so to estimate the amount of ice needed for a 4-day trip, use the formula: $\frac{31+22.5+4}{6} = 9.6$ tons. The assumptions are that the hold is filled with sea water which is cooled to 31°F (-0.56°C) before any fish are loaded and that the hold has 3 to 4 inches of polyurethane insulation on deck heads and sides and 6 inches on the engine room bulkhead. A short period of experimentation will help in refining estimates of the amount of ice needed to take care of most situations. Every measure should be taken to avoid running out of ice. Without ice, the hold will quickly reach the temperature of the outside water and air, resulting in warm water, warm fish, or in the worst case, a lost load.

Some method must be used to mix the sea water, ice, and fish to prevent warm spots and stratification. The best and most efficient

way to mix sea water, ice, and fish is to force compressed air through holes in a grid of pipes at the bottom of the hold. (See figure 2).

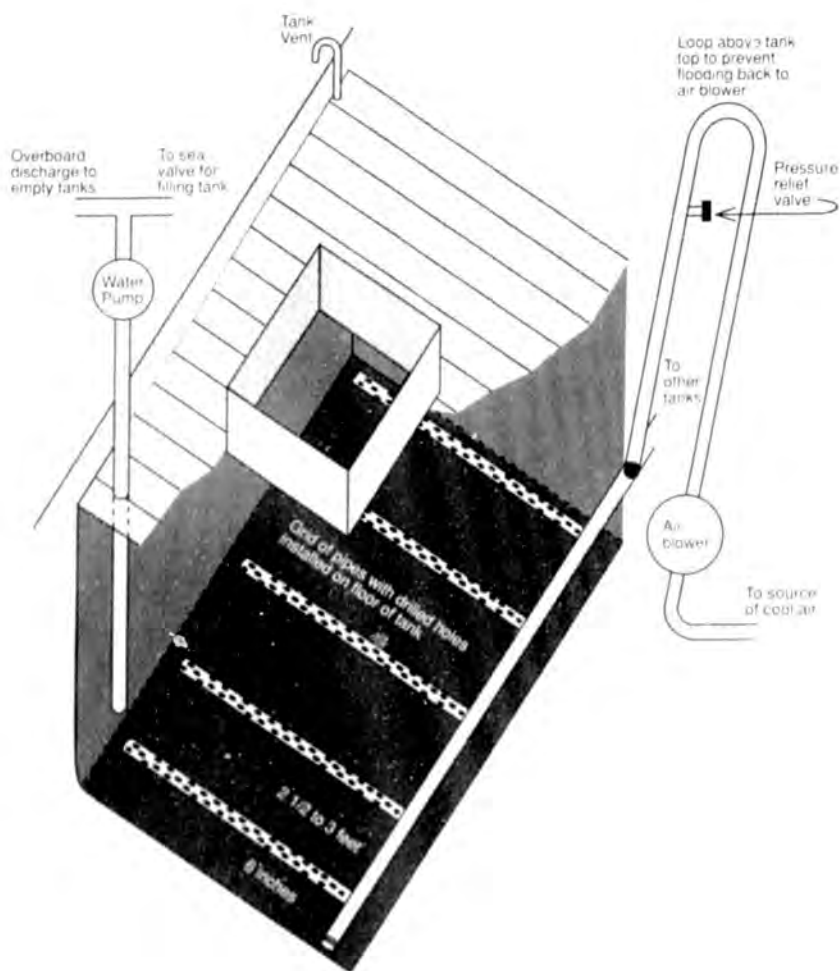


Figure 2. Diagram of a chilled sea water system. Air is bubbled through the holes in the grid of pipes on the floor of the tank to agitate the ice-fish-sea water mixture. Adapted from Kramer (1980).

Because the air that is pumped through the sea water and ice produces bubbles, CSW often is called the "champagne system."

Correct spacing of the pipe grid is a must. With a proper system, the temperature of a load of fish can be brought from 56°F (13.33°C) to 31°F (-0.56°C) in less than 6 hours. When the temperature reaches 31°F (-0.56°C), the air can be turned off and then operated intermittently until the next haul is brought onboard. The greatest variation in the temperature of fish landed in CSW systems is caused by inadequate mixing of sea water, ice, and fish.

c. RSW: RSW is the method most commonly used to chill and hold salmon. Purse seiners, tenders, and a few gillnetters have adopted this system. A major problem with many RSW installations is inadequate refrigeration capacity. Many RSW systems require 14 to 16 hours to bring a tank of sea water from 52°F (11.11°C) to 32°F (0°C). That is far too long considering the short running time to the fishing grounds and the high loading rates in some salmon fisheries. A preferred system will bring the temperature of sea water in an RSW tank down to 32°F (0°C) in 6 hours. Observations of and conversations with some purse seine vessel operators who use RSW systems indicate that once they unload on the fishing grounds, take on new sea water, and add fish, they do not get the system temperature down to 35°F (1.67°C) by the end of a fishing period. The internal temperature of the fish is even higher. One observer who checked tenders using RSW systems reports they could not lower the temperature of the fish and sea water mixture to 32°F (0°C) in 24 hours after loading was complete (Chuck Crapo, Marine Advisory Program, School of Fisheries and Ocean Sciences, University of Alaska Fairbanks, personal communication, July 1991). This points out the need to chill the RSW system to 32°F (0°C) before adding fish.

Two factors that must be considered in RSW systems on fishing boats and tenders are the refrigeration capacity (measured in tons) and the amount of evaporator surface in the heat exchanger. One ton of refrigeration (equal to 12,000 Btu/hr) is the amount of heat removed in freezing 1 ton of water, and capacity usually is given in tons per 24 hours. As a rule of thumb, for a well-insulated hold, 17 to 18 tons of refrigeration capacity are needed for each 1,000 cubic feet of hold space in order to be able to lower the temperature from 52°F (11.11°C) to 32°F (0°C) in 6 hours.

The evaporator (chiller) surface area is important when the sea water temperature has been lowered to within a few degrees of the evaporator temperature. The rate of heat removal is proportional to the temperature difference between the refrigerant and the sea water. When the sea water temperature is 52°F (11.11°C) and the heat exchanger temperature is 30°F (-1.11°C), the rate of chilling will be fast. When the sea water reaches 33°F (0.56°C), the difference in temperature between it and the evaporator is only 3 degrees, and the rate of heat exchange will be slow. An evaporator with a large surface area allows more contact between the sea water and the evaporator, which results in faster cooling if the system has adequate horsepower.

The minimum safe operating temperature to prevent freeze-up of the heat exchanger is 30°F (-1.11°C) for RSW systems with sea water of normal salinity. The freezing point of sea water is directly proportional to its salinity. At a salinity of 30 parts per thousand (ppt), sea water will freeze at 29°F (-1.67°C). The surface salinity on the continental shelf of the Gulf of Alaska is about 30 ppt in August. The salinity inshore and in bays, sounds, and inlets is lower. For example, in the bays of Prince William Sound, Kodiak Island, and Southeast Alaska, it is common to find surface salinities of 24 to 25 ppt. Waters with that salinity freeze at about 29.7°F (-1.28°C). Inner bay salinity can be significantly lower. For example, Port Valdez commonly has salinities of less than 1 ppt during heavy rains in July and August. Therefore, to take on sea water, fishing vessels and tenders should move as far out to open water as is practical and safe. Another reason for doing so is that high bacteria loads commonly are found in the water in and near harbors.

Operators of RSW systems sometimes add salt to the systems to lower the freezing point. This is often done haphazardly, with little attention paid to the amount of salt needed or to ensuring that it is dissolved and well-mixed. Although complete mixing is a must, it is seldom achieved. Dumping salt or even brine into sea water in the hold will not do the job because salt or brine immediately will sink to the bottom of the tank and stay there until the entire tank is physically mixed. Sea water will float on brine like kerosene on water, and no amount of pitching and rolling of the boat will mix the two. The only practical way to mix brine and sea water is to have a circulation

pump with the system intake in a sump at the lowest point in the tank. Continual pumping will gradually mix the brine and sea water. It is important to note that rock salt will take much longer to dissolve and mix. When the salinity is above 26 ppt, it is probably better to operate the system at a little higher temperature than to add salt.

Table 2 on page 44 gives close approximate values for the amount of salt needed per 1,000 cubic feet of hold space to bring the salt content to 3.4% (an amount approximately equal to 35 ppt salinity, which is equal to standard sea water).

The proper design of RSW systems is absolutely necessary to ensure complete circulation of the refrigerated sea water through the fish. S.W. Roach points out the inherent disadvantages of a system in which the flow is from top to bottom (that is, a system in which cold water is pumped in at the top and the intake suction is located at the bottom). Most systems now in use are of that design.

The recommended system of circulation is to force cold sea water into the tank from a high-pressure pump through manifolds running lengthwise in the hold. Holes in the manifold allow the cold sea water to be forced up through the fish. Adequate screening at the forward or sump end of the tank is necessary to ensure that fish are not pressured against the screens, blocking waterflow. The upwelling water will tend to hold the fish in suspension, allowing circulation throughout the load that will help to eliminate warm spots. For a more thorough discussion of the technical aspects of RSW systems, see "Operating Instructions for RSW Systems on B.C. Salmon Packers," by S.W. Roach. A design for an efficient upwelling RSW system is shown in figure 3 on page 45.

In Bristol Bay and Cook Inlet, high silt loads and low salinity present special problems for RSW operators. They should take on sea water well away from river systems in green water about one hour before high tide to obtain the cleanest water with the highest salinity in those regions.

Remember, an internal temperature of 31°F (-0.56°C) to 32°F (0°C) is ideal for holding Pacific salmon. The ideal is seldom realized. More often salmon are landed with an internal temperature

(Continued on page 46)

Table 2. Salinity conversions to degrees salometer, specific gravity, and approximate values for the amount of salt needed per 1,000 cubic feet of hold space to obtain the listed freezing point of 35 ppt salinity sea water*

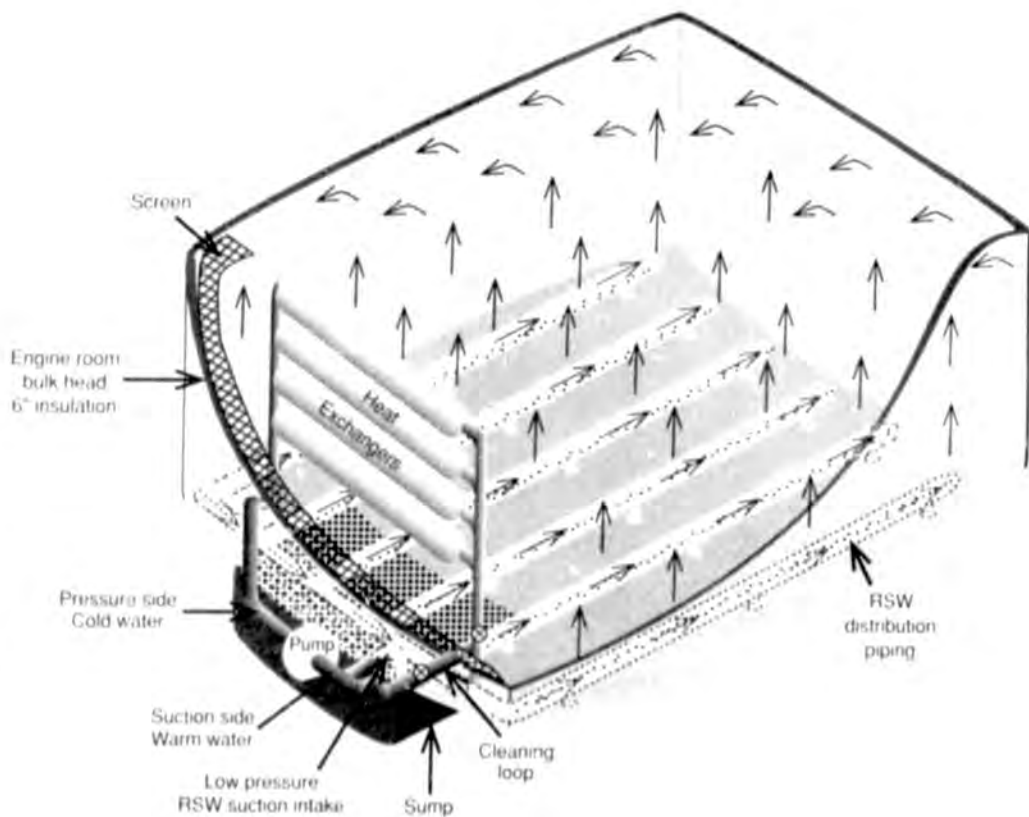
Salometer Degrees**	Specific Gravity***	Approximate salt content by % of weight	Approximate Salinity in ppt***	Freezing point	Approximate lbs. salt to be added to reach 35 ppt
0	1.000	0.0	0.0	32.0	2,220
2	1.004	0.53	5.3	31.5	1,890
4	1.007	1.06	10.6	31.1	1,555
6	1.011	1.56	16.0	30.5	1,220
8	1.015	2.11	21.4	30.0	880
9	1.017	2.33	24.1	29.7	720
10	1.019	2.64	26.8	29.3	540
11	1.021	2.85	29.6	29.1	360
12	1.023	3.17	32.3	28.8	180
13	1.0245	3.38	35.1	28.5	

* Adapted from Roach (N.A.) and Hilderbrand (1979).

** A salometer is a special hydrometer used to measure the strength of a brine solution. Standard readings are at 60 F (15.56 C), because cold water is denser than warm water. Subtract 1 degree salometer for each 10 degrees F below 60 F. When using a standard hydrometer, be sure it has a range of 1.000 to 1.050.

*** Any difference of specific gravity of .002 or a salinity of 1 ppt will cause strong stratification in the hold.

Figure 3. Schematic of an upwelling refrigerated sea water (RSW) system. This RSW system will force cold water through the mass of fish, which will provide an even temperature throughout the hold.



(Continued from page 43)

of 35°F (1.67°C). Bringing the temperature of fish down as close as possible to 32°F (0°C) is very important. Experiments have demonstrated that pink salmon held at 31°F (-0.56°C) for 2 days are much superior to pink salmon from the same lot held at 35°F (1.67°C) and 37°F (2.78°C) (Crapo and Elliott 1987). In the same experiments, when fish were held for 4 days at 31°F (-0.56°C), 20% graded excellent and 80% graded good; of those held at 37°F (2.78°C), 20% graded good and 80% fair. While these findings are particularly important to tender operations, they also point out to the fisherman the importance of getting the product temperature down as soon as possible and keeping it down.

All RSW systems should have a temperature measuring device in the hold to monitor sea water temperature and record fluctuations. Rugged thermistors, electric temperature sensing instruments which accurately measure temperature, should be placed close to the suction intake of the pump. The thermistor should be connected to a temperature readout on the bridge, and a record should be kept of temperature and fluctuations. Continual recording devices are available that will provide a temperature record for each trip.

A thermistor inserted into an RSW tank gives the temperature of the RSW, not of the fish. Unless the fish are held several days, their internal temperature will be several degrees higher than that of the surrounding sea water. In addition, a thermistor will give the temperature in one place and may not indicate warm spots. To detect warm spots, an array of several thermistors are required in corners of the hold, at the center, and in a position well away from the pressure side of the inflow manifolds. When the temperature of a full load of fish drops faster than is normal, be suspicious; that is a good sign of overloading, and hot spots will develop.

If a product of good quality is an objective, the use of ice, RSW, or CSW is a must for chilling salmon.

VI. Harvest Methods-Problems and Recommendations

Each catching method has its own set of problems and opportunities for producing high-quality salmon. If the salmon fishermen of the northeast Pacific are to maintain their market share, it has become necessary for them to take advantage of every opportunity to maintain high quality.

A. Trolling problems

Trollers have the best opportunity to produce premium grade fish because they take fish alive, one at a time. They can gill and bleed fish immediately and then quickly place them on ice or in a freezer. There is no reason for an intrinsically high-quality salmon to come off a troll boat as anything but premium grade. However, all too often major defects are found in troll caught fish. Bruises caused by stunning (shown in photograph 11 on page 33) and gaff puncture wounds (shown in photograph 6 on page 28) are often found in troll caught salmon.

B. Recommendations for trollers

1. Gaffing salmon

Fish should be gaffed only in the head. If gaffed in the body, a salmon should be separated from premium grade fish and iced with fish that have visible defects such as seal bites.

2. Stunning salmon

Gaping commonly occurs in troll caught fish. To prevent gaping, all salmon must be stunned when first brought onboard. The failure to stun salmon is a major reason for scale loss and bruising that can be caused by the fish thrashing on deck. Small fish, in particular, are often hauled onboard without being stunned. Troll caught fish are active feeders and are in especially good nutritional condition. If these fish are not stunned, their struggling increases the buildup of lactic acid in the muscle tissue and promotes severe muscle contractions that can cause gaping.

3. Bleeding Salmon

Bleeding is best accomplished by gilling or by a deep throat cut when the fish is landed. Bleeding is more complete if fish are placed in sea water. For example, Valdimarsson, Matthiasson, and Steffansson (1984) have shown that bleeding salmon in sea water removed twice as much blood from the flesh as bleeding them in air. Bleeding salmon in sea water slows clotting, prevents the temperature of fish from rising, and provides better flesh color. It has been shown that bleeding and gutting Atlantic cod in one step gives results very similar to bleeding and then gutting the fish 20 minutes later (Valdimarsson, Matthiasson, and Steffansson 1984). Because belly burn can happen very rapidly in actively feeding fish, it is recommended that bleeding and gutting be done immediately as a single step. When fish are in the checker for bleeding, continually pump fresh sea water into the bottom of the checker to wash away blood and slime.

4. Dressing salmon

Care must be taken when dressing salmon. In the proposed new Canadian grade standards for fresh and frozen fish, any cut in the belly wall in excess of 1 inch (2.4 cm) will reduce a fish from Grade A to Standard Grade, according to an unpublished document prepared by the Department of Fisheries and Oceans in 1991. Splitting the throat too far forward causes the collars and belly flap to be separated during the heading or when the fish is handled. When frozen, the collars of those fish are often bent out of shape and/or the belly flaps are distorted. This results in a second grade fish. To dress fish for icing, remove the kidney (blood line) with a dull spoon, then wash the fish and remove any bits of viscera next to the backbone, especially in the collar area.

Dress salmon for freezing in the same way as for icing, with the addition of these three steps: (1) when washing the fish, use the back of a spoon to gently press the remaining blood from the veins along the ribs; (2) wash slime off the skin because slime will prevent the skin from taking a good glaze; and (3) head the fish. The head is removed by cutting well forward of the throat latch and slicing to the top of the head by following the curve of the collar, then exiting at the top of the head above the eye. The knife should pass through the

back part of the brain case as shown in photograph 12 on page 34. A cut too far back will expose flesh at the nape to bacteria and dehydration (see photograph 13 on page 35).

5. Icing salmon

After the fish have bled for 10 to 20 minutes, they must be lowered, not dropped, into the slaughterhouse. Icing must take place as soon as possible. Putting fish in the slaughterhouse will prevent further warming of them, but will not cool them. Plenty of ice is a must; enough should be used on the bottom, sides, and bulkheads to prevent fish from touching hold surfaces until the end of the trip. On boats with holds deeper than 36 inches, horizontal shelving should be placed every 24 inches. Do not overfill spaces between shelves. To do so will crush fish and negate the use of shelves.

Using chilling coils in ice can be beneficial in several ways (Crapo 1986). Refrigeration coils cut down heat gain from outside sources, which slows ice melt. This makes the ice easier to work, and that translates to better chilling. Refrigeration coils also can eliminate hot spots such as the deck heads, engine room bulkhead, and shaft alley areas.

Trip length must be limited to eight days for king and silver salmon and to fewer days when sockeye and pinks are taken. Technological advances should be used to improve the quality of the product landed, *NOT* to increase trip length.

6. Freezing salmon

The numbers of freezer trollers (and of freezer gillnetters in Canada) are increasing. Some fishermen have achieved success in direct marketing of their frozen product because they have developed a reputation for producing salmon of very good quality. However, common complaints about salmon frozen at sea are that they are not properly glazed (have no glaze, little glaze, or an inconsistent amount of glaze); show poor workmanship in dressing; and were frozen slowly or incompletely.

It is beyond the scope of this paper to discuss freezer equipment requirements. For a discussion of freezer options, see Gibbard (1978) and Kolbe (1981). A well-engineered freezing system will

produce the best results. Needless to say, a transport truck refrigeration system installed in the fish hold will not produce good results. When considering a freezing operation, space requirements are of prime importance. To be satisfactory, a system should be capable of freezing a 25-pound fish to a core (center of the maximum thickness) temperature of -20°F (-28.89°C) and of maintaining a storage temperature of -15°F (-26.11°C). Slow freezing results in increased drip loss on thawing and greater cooking loss, giving dry, tough flesh (Bilinski 1977; Jones 1964; Love 1979). The freezer vessel operator should strive to maintain a constant hold temperature. A constant hold temperature of -10°F (-23.33°C) is better for holding frozen salmon than a temperature that fluctuates between -10°F (-23.33°C) and -15°F (-26.11°C). There must be enough freezer space and refrigeration capacity to handle the largest anticipated daily catch.

Salmon should be frozen pre-rigor or post-rigor but never during rigor. Freezing during rigor distorts the frozen fish (as shown in photograph 13 on page 35); increases gaping; and results in a dry, tough, cooked product. Freezing during pre-rigor is preferable. If that is impossible, the fish must be chilled until the resolution of rigor. Do not hasten rigor by allowing the fish to become warm.

When the core temperature reaches -15°F (-26.11°C) to -25°F (-31.67°C), the fish should be glazed. The core temperature can be measured by punching a hole in the thick part of the back with an awl and inserting a dial-type thermometer. A good glaze can be obtained using clean sea water. It is important that the glaze water be as close as possible to freezing to prevent warming of the fish. Keeping glaze water cold will allow the fish to take on a good, even glaze. If the amount of glaze on each lot of fish is to be the same from one batch to another, the temperature of the fish and the temperature of the glaze water must be consistent from one batch to another.

After glazing, the fish should be placed in boxes lined with 4-mil polyethylene bags to prevent loss of glaze and dehydration of the fish flesh, and then stored in the side pens. For further information on freezing salmon at sea, see Davis (1980).

C. Drift gillnet problems

The size of gillnet vessels, fishing conditions, fish handling practices, and attitudes of gillnet fishermen differ widely over the

range of the salmon harvest. These factors lead to a great variation in the quality of gillnet caught salmon.

As I pointed out in previous paper (Doyle 1978), variations in the quality of net caught salmon from different regions around the northeast Pacific are related to handling practices onboard the fishing vessel. There is a direct relationship between the attitude of the fishermen of a given region toward quality and handling and the quality of gillnet salmon produced in that region. Prior to the early 1970s, most net caught salmon which were frozen came from Southeast Alaska. Many of the gillnet fishermen in that region also trolled and had a good understanding of the quality requirements of the frozen market. For a long time, Southeast Alaska gillnetters have had enclosed, insulated holds and have used ice or a CSW system to cool fish immediately after catching them. Fishermen from other areas of the state traditionally have fished for the canned market. These different traditions are the sources of different attitudes that exist among fishermen as to the importance of the care and handling of salmon in relation to the quality of the product.

Gillnet boats tend to be larger in the Pacific Northwest, Canada, and Southeast Alaska than in the rest of Alaska. Because the larger boats in Southeast Alaska have fewer space constraints than the smaller boats in use in the rest of the state, they allow for better handling of the catch. Another constraint on gillnet fishermen in Prince William Sound, Cook Inlet, and Bristol Bay is that the catch rate per day during the peak run is much higher than it is to the south where runs extend over a longer period. When catch rates are high, time is spent harvesting with little thought or effort given to careful handling of salmon.

Many gillnet boats have unlined, uninsulated holds that connect directly to the bilge. In some cases the engine partially extends into the hold and is covered with an uninsulated box. These conditions are totally unacceptable because they make it impossible to land a quality product. Fish held in such conditions are bruised by exposed frames and reach high temperatures, especially those which lie against the engine room bulkhead.

D. Recommendations for drift gillnetters

1. Handle fish gently because that is the key to reduced bruising.
2. Hold drifts to one hour; fewer fish will die in the net, and net marks and dropouts will be fewer.
3. Pick fish by holding the head, not the tail; fewer broken backs and bad bruises will result.
4. *DO NOT* wind fish onto the reel; crushing of fish and net cuts will be reduced.
5. Place fish in checkers rather than dropping them on the net cockpit deck, and transfer them to the hold by a chute; this will reduce the bruising and crushing which result in mushy flesh.
6. Keep fish cool; dry boats should deliver to tenders as often as possible.
7. When using a brailer on the boat, use horizontal shelving every 24 inches and do not overfill. Use fine mesh, knotless web for brailers.
8. Load only 200 sockeye per brailer (and fewer silvers and chums per brailer) to prevent crushing.
9. Dress salmon as described above in "Recommendations for trollers."

E. Set gillnet problems

Setnetters face more difficult problems and have more difficulty delivering a quality product than do other salmon fishermen. Most setnetters operate in areas of high tides, broad tidal flats, and strong currents. These problems are particularly acute in upper Cook Inlet and Bristol Bay. When nets go dry, the catch is exposed to sun and wind and will lie in sand or mud until picked from the net. Setnet skiffs are, of necessity, small and cannot carry large amounts of fish. These constraints make it very difficult for upper Cook Inlet and Bristol Bay setnetters to produce a high-quality product.

Setnet fishermen have exhibited ingenuity in increasing their productivity. Many of them put their gear on running lines so they

can pull their nets offshore as the tide recedes or pull nets loaded with fish onshore using a tractor. The result of such rough treatment is shown in photograph 5 on page 27.

In some areas where ice is available, setnet fishermen ice their catch in totes, and small tenders come by frequently to transport the iced catch to the processor. This operation results in a higher percentage of good-quality salmon. It has become extremely important that setnet fishermen adopt innovative operations and procedures to improve product quality. In locations where water and electricity are available, setnet fishermen, either individually or as a group, could install ice machines close to their operations to ensure a constant supply of ice for their catch.

F. Recommendations for set gillnetters

Because setnet fishing takes place under a wide range of physical conditions, it is hard to form definitive guidelines, but these recommendations should be followed as closely as possible:

1. Pick fish from the net as often as physically possible, especially at slack tide.
2. Always handle salmon by the head.
3. Carry white plastic totes in the picking skiff and place all fish in them. This will ensure that the fish do not get contaminated with fuel, oil, and gurry which may accumulate in the bottom of a skiff. Cover totes with white covers because white does not absorb heat as fast as dark colors.
4. Handle fish gently. Do not throw them. Photograph 14 on page 36 shows the damage caused by rough handling of a sockeye salmon taken in a setnet.
5. Unload totes by boom directly to a delivery truck or tender. Do not throw fish into a truck.
6. Wash the fish which have lain on tide flats immediately after picking them from the net.
7. Do not drag a net loaded with fish onto the beach with a tractor, because dirt will be ground into the flesh, and the strain on the net will cause severe damage.

G. Purse seine problems

Because salmon taken by purse seine are brought onboard alive, logic indicates that purse seiners should land fish of consistently high quality, but that is not the case. Their quality varies greatly both within regions and between regions. In general, king salmon and sometimes silvers taken by purse seine are soft and mushy.

The many reasons for the wide range in quality of seine caught salmon include large variations in the intrinsic quality of fish. For example, pink salmon change in color, shape, and fat content within a short time and a short migrating distance. King, sockeye, and silver salmon taken by purse seine often are migrating fish which are actively feeding. This makes them prone to belly burn, other enzymatic breakdown, and gaping. Kings, silvers, and sockeye, all of which are referred to as "money fish," may be handled several times before they are delivered to the plant. The more often fish are handled, the greater the incidence of bruising, according to D.E. Kramer, Marine Advisory Program, School of Fisheries and Ocean Sciences, University of Alaska Fairbanks (personal communication, July 1991). Photograph 15 on page 37 provides graphic evidence of the effect of multiple pumping and rough handling of chum salmon taken in a purse seine. From a practical viewpoint, taking large amounts of fish in a single set makes rapid chilling and careful handling difficult.

Among several suspected causes of bruising and mushiness in seine caught salmon is the common practice of hauling a seine bunt loaded with salmon over the gunnel and onto the deck. Pressure from the weight of fish and knots in the seine web can result in extensive damage to the load. The same is true of the growing practice of sewing a codend into the bunt and hauling the codend over the side of the boat. Pumping, brailing, or splitting the load would cause less harm. Multiple handling of fish destined for freezing also damages them. At the time fish are pumped from seiner to tender, it is common practice to separate the sockeye, kings, chum, and coho destined for freezing from pinks destined for the cannery. The fish are separated after they are pumped onto the dewatering line, and then the sockeye, kings, chum, and coho are dropped into totes. Instead of dropping the fish, sliding them into totes along a chute would lessen damage. Often the fish are returned

directly to the hold of the seiner, only to be pumped to a tender for transport to a freezer plant. A better practice would be to transfer the "money fish" directly to the tender in totes.

The great variation in the quality of fish landed by different purse seine vessels which fish the same areas is due in part to attitude and in part to the characteristics of the vessels. Some dry purse seiners in the fleet still have unlined holds and exposed frames and use no refrigeration. Many RSW systems vary in their chilling capacity and uniformity of temperature within the hold. Some vessels using CSW have poor mixing systems and are prone to warm spots.

H. Recommendations for purse seiners

1. Handle fish gently and as few times as possible. When "money fish" are separated from pinks on the tender, place them in totes as gently as possible. *DO NOT* drop them from the dewatering line to the bottom of the tote. If possible, hold "money fish" on ice or stow them separately.

2. When practical, large sets should be pumped directly from the seine to the tender.

3. Do not pull large loads into the bunt of the seine directly over the gunnel.

4. All holds must be lined, watertight, designed with a sump, and equipped with a sump pump.

5. All CSW systems should use compressed air forced through a manifold system (as shown in figure 2 on page 40) to properly mix the fish, ice, and sea water.

6. All RSW systems should have a refrigeration capacity sufficient to reduce the ambient summer sea water temperature to 32°F (0°C) in 6 hours.

7. When possible, prechill RSW systems to 32°F (0°C) before taking on fish.

8. All new or replaced RSW systems should be designed so that the chilled sea water is forced in at the bottom of the hold through a manifold system and the warmer water is taken off the top.

9. Load CSW and RSW systems to a maximum of 45 pounds per cubic foot of hold space.

10. Encourage fishery management agencies to allow fishing as far away from the home stream area as possible in keeping with sound fishery management practices.

11. Dress salmon as described above in "Recommendations for trollers."

VII. Cleaning and Sanitation

Good housekeeping on a fishing boat is essential to provide a clean environment for both fish and crew. Bacteria will grow on any surface where there are food and moisture. On a boat, this means that bacteria and mold can be found almost everywhere except the engine exhaust manifold and exhaust stack. Fish gurry and slime build up on all surfaces touched by fish.

The rate of spoilage or decomposition is directly related to the number of bacteria on the skin and in the flesh. Blood, slime, and bits of fish provide bacteria with excellent food and a good place to live. Fish generally spoil faster than other protein foods. Therefore, to hold down the bacteria population, it is necessary to practice good housekeeping by frequently cleaning decks, equipment, tools, and clothes. Special attention should be given to cleaning the hold. Cleaning and sanitation are two separate operations, and cleaning must be done first. After all dirt and gurry have been removed, surfaces should be sanitized to kill the remaining bacteria. Manufacturers of a number of cleaners on the market claim that they both clean and sanitize. However, the sanitizers in many of these compounds are not effective killers of pseudomonad bacteria, the potent spoilers mentioned on page 21. In other sanitizers the alkalinity of the solution is too high for chlorine compounds to be effective. Therefore, it is strongly recommended that cleaning and sanitizing be done in two steps.

A. Cleaning

Cleaning is a continual operation in a fish plant, and on a boat it should be the same. Decks should be hosed down after each set. At the end of the day, decks should be scrubbed with a strong detergent and then flushed. Checkers should be flushed out, hosed down, and scrubbed each time they are emptied. On trollers, all surfaces where the fish are dressed should be rinsed continuously to reduce the number of bacteria that can enter the cut flesh of the salmon.

The holds, including pen boards, shelves, and stanchions of all salmon boats and tenders, must be washed after every delivery. Operators of gillnet vessels that use brailers in the holds need to keep their brailers clean. Slime-soaked twine and knots are perfect

growing places for bacteria. Wash brailers in a tote of sea water with a strong detergent and rinse them in sea water containing household bleach.

The easiest and best way to clean a hold is to use a pressure spray system. All large processing plants have such systems, so when delivering fish for processing, use the plant's pressure cleaning system. Small, inexpensive, portable units are adequate for vessel cleaning. All processors should be able to provide the vessel operator with excellent cleaning agents. When pressure systems or special cleaning agents are not available, a stiff brush, deck bucket, laundry detergent, and plenty of elbow grease will work wonders on a dirty boat and hold.

Use a half-cup of strong laundry detergent per 5-gallon bucket of water. Add a half-cup of household bleach to help break down the protein. In this case the bleach is not a sanitizer, but it is a great help in removing slime and blood. Start cleaning at the top and work down. Material that is hard to remove, such as partially dried slime, will require extra effort. Pay special attention to cleaning corners and areas that are hard to reach. Remember that bacteria will multiply rapidly when food is available and the temperature is high. Rinse away all cleaning agents after scrubbing has been completed.

B. Sanitation

After cleaning the deck area and hold, it is necessary to kill the bacteria on surfaces with which fish have come in contact. Sanitizers are effective for this purpose if they are applied to clean surfaces. If chlorine-based sanitizing agents come in contact with gurry or dirt, they will react with them and will not reach the bacteria.

Chlorine is the best and most readily available sanitizer to use on a fishing boat. If you are at a fish plant, ask the dock foreman to increase the chlorine content in the plant's fresh water supply from 10 parts per million (ppm) to 25 ppm, and if that is possible, thoroughly wash down all areas. Do not rinse them off.⁴ Often the

⁴ Some fishermen don't want to use chlorine, because they believe it will cause corrosion. However, it has been demonstrated in food plants that the regular use of chlorine on equipment will reduce corrosion by killing bacteria that produce acid to break down protein.

plant cannot provide high levels of chlorine in its fresh water system; in that case, use household bleach. A half-cup of bleach per 5 gallons of water will provide from 25 ppm to 50 ppm of chlorine. **DO NOT USE A STRONGER SOLUTION.** The recommended concentration will provide the optimum killing power (Doyle 1970). The powdered form of chlorine (calcium hypochlorite) sometimes is distributed by seafood processors. Do not use powdered forms of chlorine-producing compounds, because they have a very high chlorine content which is difficult to dilute to a proper level. Never mix together chlorine and ammonia compounds, because the mixture gives off toxic chlorine gas. Never use phenolic compounds on a fishing boat for any reason. They will impart a strong, unpleasant, and persistent odor to the fish.

It is impossible to properly sanitize unprotected wooden surfaces because bacteria will invade pores in the wood and will be protected by cracks. This means that wooden holds should be lined with fiberglass, or the wood must be coated with a suitable paint.

Use the same concentration of detergent and bleach as recommended above to wash oilskins and gloves at the end of the day. Wash gloves in soapy water, rinse them, and leave them overnight in a deck bucket containing 25 ppm to 50 ppm chlorine (a half-cup bleach per 5 gallons of water). This will provide clean, sweet-smelling gloves, which will be more comfortable to wear as well as bacteria free. Wash brailers and then soak them in a tote in a solution of 25 ppm to 50 ppm chlorine.

C. Special cleaning problems

The piping in CSW systems and the piping, pumps, and heat exchangers in RSW systems present special problems.

1. CSW systems

When the air is off, water pressure will cause the pipes to flood, carrying in bacteria, slime, and blood. The slime and blood will stick to the inside, providing the bacteria with food and a place to grow. These pipes must be cleaned, or the next load of fish will be contaminated with bacteria.

The air piping system should be constructed so that it is easy to take apart. After unloading fish, take the pipe apart and lay it on the bottom of the hold. While the hold is being scrubbed, wash water will accumulate in the pipes and soften the gurry attached to the pipe walls. After pumping the wash water out of the hold, add enough water and a strong cleaning mixture (1 cup cleaner per 5 gallons of water) to cover the piping. Allow it to soak for 30 minutes. Pump out the cleaning mixture and cover the piping with a standard solution of bleach or chlorinated water. Leave the pipes in the solution until they must be reassembled.

2. RSW systems

Because the heat exchanger is completely enclosed, it presents the greatest problem in adequately cleaning and sanitizing an RSW system. The heat exchanger often is located in the engine room. When a heat exchanger in that location is not operating, its temperature will rise to that of the engine room, and when the hold is pumped down during unloading, the heat exchanger will contain sea water, blood, and slime. The result is a perfect environment for anaerobic bacteria (bacteria that grow without oxygen). Anaerobes are stinkers—that is, in breaking down protein they produce hydrogen sulfide, the source of the foul odor in many RSW systems after a short period of operation.

Proper cleaning of the heat exchanger, pump, and piping is a must. Figure 4 on page 61 is a diagram of an RSW system showing a cleaning loop that isolates the pump and heat exchanger from the hold. A cleaning loop is essential; without it, cleaning would require that the hold be partially filled with a cleaning solution before the pump could pick it up and circulate it.

Clean the hold in the same way as recommended for dry holds and CSW systems, and then clean the pump and heat exchangers. Fill the cleaning loop with a strong cleaning agent and circulate it for 15 to 20 minutes. Then flush the system into the hold and continue to flush with fresh sea water until no cleaning agent remains in the system. The final step is to kill remaining bacteria with a sanitizing agent. Chlorine at a concentration of 25 ppm to 50 ppm will suffice, but a better agent is an "iodophor," an iodine-containing compound

often used as a hand dip in processing plants. Iodophors are noncorrosive, long-lasting, and safe in contact with food. Fill the cleaning loop with an a 25 ppm iodophor solution, circulate it for 20 to 30 minutes, then pump it out, and flush the system with clean water. This will kill most spoilage bacteria. When filling the hold and starting the refrigeration system, pump the iodine or chlorine based sanitizer directly into the hold. If an iodophor solution is used, the concentration of iodine in the hold will be undetectably small. Use of the procedure outlined above will reduce corrosion in the system and provide a better quality of fish.

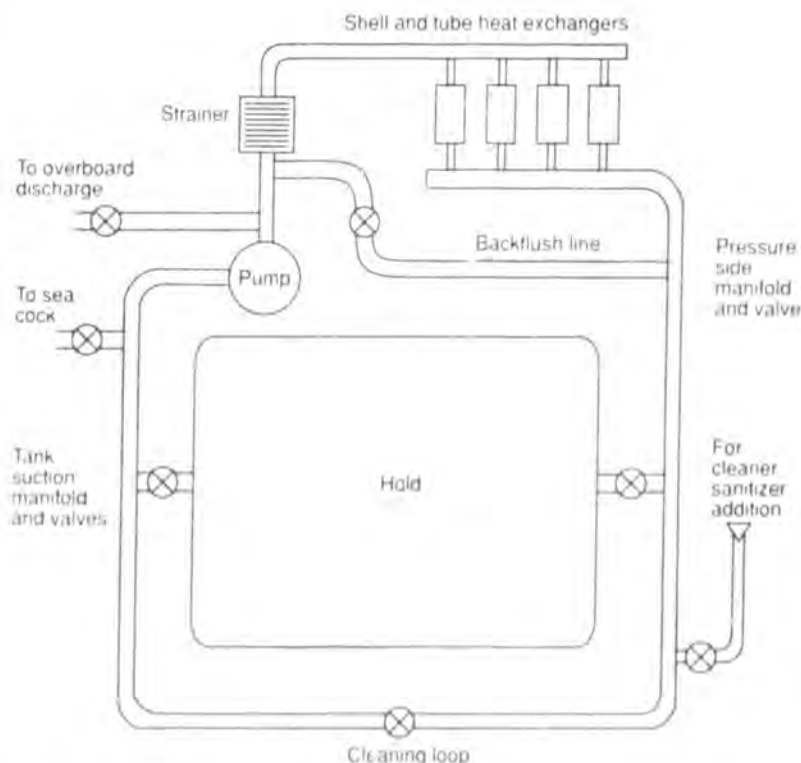


Figure 4. Diagram of a refrigerated sea water system showing the cleaning loop. Adapted from Kramer (1980).

VIII. General Recommendations

The following recommendations apply to all vessels harvesting and/or transporting fresh salmon.

A. Holds

1. All vessels must have watertight holds that prevent any contamination from the engine room, bilges, and shaft alley.
2. Holds must be lined with a nonporous material such as glass-reinforced plastic (fiberglass); aluminum; or coated steel.
3. Holds must be adequately insulated to reduce incoming heat. The engine room bulkhead should have an "R" factor of 50, and other surfaces, including the shaft alley, should have an "R" factor of 33.
4. All angles and corners must be faired because the hold cannot have sharp obstructions.
5. There must be a sump and a sump pump at the lowest part of the hold.
6. Fuel lines and hydraulic lines that pass through the hold must be shielded to prevent heat loss and contamination from spillage.
7. Hatch combings and covers must be adequate to prevent leakage of water and contaminants from the deck into the hold.
8. Setnet and other skiff fisheries must hold and transport fish in light-colored totes.

B. Chilling

1. All fishing vessels must chill their fish at the time of catch, using ice, chilled sea water, refrigerated sea water, or its equivalent.
2. Salmon must be chilled to a core temperature of at least 35°F (1.67°C) within 24 hours of harvest.

IX. Conclusions

The Alaska fishing industry faces a difficult struggle to regain lost markets. Neither its competitors nor the marketplace will be swayed by advertising or promotion. Consumers must see a significant improvement in the quality of wild salmon from Alaska and, to a lesser extent, from Canada and the Pacific Northwest before they will return to the use of wild salmon for top-of-the-market items.

The most important change needed is *a change in attitude* in the industry: firstly, a recognition of the need for improved quality, and secondly, a willingness to move away from the concept that the most important job is to maximize production and to accept the idea that the job is to produce a high-quality food. If these changes take place, the industry will be well on its way to better serving the consumer.

With proper care and handling, up to 90% of net caught sockeye and coho salmon should provide sides of the quality shown in photograph 16 on page 38.⁸

The State of Alaska has a responsibility for and a vested interest in promoting salmon quality, in a broad sense to protect Alaska's economy, and in a narrower sense to maximize income to the State treasury.

Salmon products from Alaska often will be judged by the product of lowest quality—that is, by the lowest common denominator. Therefore, the State should implement as regulations either the general recommendations given on page 62 or similar requirements. The hold recommendations should be enforced no later than the 1993 fishing season, and the chilling recommendations should be enforced no later than the 1995 season.

Remember, salmon is a fine food:

Handle with care.

Keep it cold,

keep it clean,

keep it moving to the consumer.

⁸ Prince William Sound fishermen instituted a voluntary quality and education program in 1980 and 1981. As a result, the quantity of exported number one sockeye salmon suitable for the manufacture of lox increased from a previous level of 70% to between 80% and 90%. (Sources: Interviews by the author with the president and staff of Sanyo Food Co., Hokkaido, Japan, 1984 and 1986.)

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Alaska Seafood Marketing Institute
Recommended Statewide
Quality Specifications and Grades

ALASKA FRESH AND FROZEN WILD SALMON

RECOMMENDED QUALITY GRADES FOR WILD ALASKA SALMON

	PREMIUM GRADE	GRADE A	GRADE B	GRADE C
HANDLING				
bled	yes	optional	not applicable	not applicable
chilled	yes	yes	not applicable	not applicable
skin cuts	no cuts	one cut less than 1"	one cut up to 1.5"	more than grade B
internal cuts	no cuts or tears	no cuts or tears	not more than 0.5" total length of cuts and tears	more than grade B
punctures	no punctures	no punctures	no punctures	punctures allowed
bruising	no bruises	no bruises	slight bruising acceptable	more than grade B
scale loss	not to exceed 15% loss	not to exceed 25% loss	not to exceed 40% loss	more than grade B
ODOR	fresh smell	fresh smell	neutral	slight, not offensive
EYES	bright, clear	bright, clear	dull, not milky or cloudy	milky or cloudy
GILLS	bright red	red	pink	pink to buff
SKIN				
color**	**	**	**	**
slime	clear	clear	cloudy	dull and copious
net marks	no indentations or skin perforations; no broken backbones	no indentations or skin perforations; no broken backbones	slight to moderate indentations	may have moderate indentations; skin may be perforated
scars	none	less than 1", well healed	up to 1.5", well healed	scars permitted
tail/fins	no tail damage or fin loss	no tail damage or fin loss	no tail damage; fin loss to 50%	more than grade B
BELLY CAVITY				
color	bright natural color	bright natural color	slight fading of natural color; slight discoloration acceptable	more than grade B
belly burn	none; no protruding ribs	none; up to 2 protruding ribs acceptable	slight belly burn, up to 6 protruding ribs	more than grade B
cleaning	thorough; no viscera of any kind, collar trimmed	thorough; no viscera of any kind, collar trimmed	thorough, no viscera of any kind, traces of blood ok	more than grade B
MEAT COLOR*				

****Skin Color:** Wild Alaska salmon skin color is variable depending on species, location of harvest, sexual maturity, and is not correlated with grades. Users are referred to the ASMI "Color Evaluation Guide for Pacific Salmon".

***Meat color:** Meat color is variable depending on species, location of harvest, sexual maturity and is not correlated with grades. Chinook salmon have both red and white meat. Coho salmon meat color ranges from pinkish-red to pale pink. Sockeye salmon meat color is red. Chum & Pink salmon users are referred to the ASMI "Meat Color Guide for Wild Alaska Chum salmon", and "Meat Color Guide for Wild Alaska Pink Salmon".

TYPICAL WEIGHT GRADES FOR WILD ALASKA SALMON (in pounds)

Chinook (King)	4 to 7	7 to 11	11 to 18	18 and up	
Chum	4 to 6	6 to 9	9 and up	or 9 to 12	12 and up
Coho (Silver)	2 to 4	4 to 6	6 to 9	9 and up	
Pink	2 to 3	3 to 5	5 and up	or 5 to 7	7 and up
Sockeye (Red)	2 to 4	4 to 6	6 to 9		



Alaska Seafood Marketing Institute
Recommended Statewide
Quality Specifications and Grades
**ALASKA FRESH AND FROZEN
WILD SALMON**

Part I: Description

Section 1: Product Definition

Alaska Fresh or Frozen Wild Salmon is the food prepared from only the species of salmon listed in Section 2. These species may be sold fresh or frozen, and shall be reasonably protected from oxidation and/or dehydration.

Section 2: Species

The Species which can be designated Alaska Wild Salmon are:

Species	Common or Usual Name(s)
<i>Oncorhynchus tshawytscha</i>	Chinook, King
<i>Oncorhynchus nerka</i>	Red Sockeye
<i>Oncorhynchus kisutch</i>	Coho, Cohoe, Silver
<i>Oncorhynchus gorbuscha</i>	Pink
<i>Oncorhynchus keta</i>	Keta, Chum

Section 3: Styles of Preparation

A. Dressed, Head-off: The belly of the salmon is split from the anus to approximately one inch before the throat (isthmus of the nape); the split may also continue through the throat. The viscera and kidney (backblood) are removed leaving the cavity free of blood and pieces of membrane. The head is removed leaving the nape cut free of gill. Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).

B. Dressed Head-on: The belly of the salmon is split from the anus to approximately one inch before the throat (isthmus of the nape); the split may also continue through the throat. The viscera and kidney (backblood) are removed leaving the cavity free of blood and pieces of membrane. The gills may be removed, the head and gill cover remain intact. Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).

C. Whole (Round) Fish: Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).

D. Other: As defined by a buyer/seller relationship. This category may include a variety of styles and cleaning/processing techniques depending upon the form in which the product is marketed. Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).



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Wild Alaska Salmon



Pink



Keta



Coho



Sockeye



King

Alaska Salmon
Quality Specifications and Grades
Fresh and Frozen



KING SALMON

Oncorhynchus tshawytscha



SOCKEYE SALMON

Oncorhynchus nerka



COHO SALMON

Oncorhynchus kisutch



KETA (CHUM) SALMON

Oncorhynchus keta



PINK SALMON

Oncorhynchus gorbuscha

Common names: King salmon, chinook salmon, spring salmon.

Identification: Bluegreen to black backs with black spots, silver sides. Black spots on back and tail. Dark colored or black gums. Salmon over 30 lbs are likely to be kings.

Range: Southern California, to Kotzebue Sound, Bering Sea and northern Japan.

Season and Catch Methods: May to September from Gulf of Alaska to Kotzebue Sound. Year-round in Southeast Alaska. Caught primarily by trolling and in lesser quantities by seine and drift gillnet.

Size: Average 18 to 20 lbs, range 4 to 40 lbs, sometimes even larger.

Packaging: Fresh and frozen dressed/headed fish 50 and 80 lb boxes. IOF and vacuum packed frozen fillets and steaks 5 to 10 lb cartons.

Product Forms:

Fresh: dressed; dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks.

Frozen: dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks.

Dressed headed fish graded: 4-7 lbs, 7-11 lbs and 11-18 lbs and 18 lbs and up. **Steaks and fillets typically graded:** 4-, 6-, 8-, 10- and 12 ounce portions.

Canned:

Halves (7.5 oz. net wt.)

Talls (14.75 oz. net wt.)

Nutritional Value

(3.5 oz (100 g), raw fillet):

Kcal: 180

Kcal from Fat: 90

Protein: 20g

Total Fat: 10g

Saturated Fat: 2.5g

Omega-3 Fat: 1.6g*

Cholesterol: 66mg

Sodium: 47 mg

Common names: Sockeye salmon, red salmon

Identification: Bluish green with fine black speckling on dorsal side, silvery below; no large spots on back.

Range: Sacramento River system (California) to Bering Sea and northern Japan.

Season and Catch Methods: May through September from Southeast Alaska to Bristol Bay. Caught by seine, drift gillnet, set gillnet and trolling.

Size: Average 6 lbs, range 4 to 10 lbs.

Packaging: Fresh and frozen dressed/headed fish 50, 80, and 100 lb boxes. IOF and vacuum packed frozen fillets and steaks 5 to 10 lb cartons.

Product Forms:

Fresh: dressed; dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks.

Frozen: dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks.

Steaks and fillets typically graded: 4-, 6-, 8-, 10- and 12- ounce portions. **Dressed/headed salmon typically graded:** 4-6 lbs, 6-9 lbs.

Canned:

Quarters (3.75 oz. net wt.)

Halves (7.5 oz. net wt.)

Talls (14.75 oz. net wt.)

41b (64 oz. net wt.)

Nutritional Value

(3.5 oz (100 g) raw fillet):

Kcal: 168

Kcal from Fat: 75

Protein: 21g

Total Fat: 9g

Saturated Fat: 2g

Omega-3 Fat: 2g*

Cholesterol: 62mg

Sodium: 47mg

Common names: Coho salmon, silver salmon.

Identification: Metallic blue on dorsal surface, silvery below; black spots on back; Gums white.

Range: Baja California to Bering Sea and Northern Honshu, Japan and Korea.

Season and Catch Methods: July through October from Southeast Alaska to Yukon River. Caught by seine, drift gillnet, set gillnet and trolling.

Size: Average 10 lbs, range 4 to 18 lbs.

Packaging: Fresh and frozen dressed/headed fish 50 lb boxes. IOF and vacuum packed frozen fillets and steaks 5 to 10 lb cartons.

Product Forms:

Fresh: dressed; dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks.

Frozen: dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks.

Dressed headed fish graded: under 4 lbs, 4-6 lbs, 6-9 lbs and 9-12 lbs. **Steaks and fillets typically graded:** 4-, 6-, 8-, 10- and 12 ounce portions.

Canned:

Halves (7.5 oz. net wt.)

Talls (14.75 oz. net wt.)

Nutritional Value

(3.5 oz (100 g) raw fillet):

Kcal: 146

Kcal from Fat: 54

Protein: 22g

Total Fat: 6g

Saturated Fat: 1g

Omega-3 Fat: 1g*

Cholesterol: 39mg

Sodium: 46mg

Common names: Keta salmon, chum salmon.

Identification: Absence of large black spots from body and fins, slender caudal peduncle, metallic to blue above, silvery below; white tips on fins of mature fish. Maturing fish have a series of dark bars across the sides.

Range: Del Mar, California to Arctic Alaska and to Honshu, Japan.

Season and Catch Methods: June through September from Southeast Alaska to Kotzebue Sound. Caught by seine, drift gillnet, set gillnet and troll.

Size: Average 8 lbs, range 2 to 12 lbs.

Packaging: Fresh and frozen dressed/headed fish 50 lb boxes. IOF and vacuum packed frozen fillets and steaks 5 to 10 lb cartons.

Product Forms:

Fresh: dressed; dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks.

Frozen: dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; steaks. **Dressed headed fish graded:** 2-4 lbs, 4-6 lbs, 6-9 lbs and 9-12 lbs. **Steaks and fillets typically graded:** 4-, 6-, 8-, 10- and 12 ounce portions.

Canned:

Halves (7.5 oz. net wt.)

Talls (14.75 oz. net wt.)

41b (64 oz. net wt.)

Nutritional Value

(3.5 oz (100 g) raw fillet):

Kcal: 120

Kcal from fat: 34.2

Protein: 20g

Total fat: 4g

Saturated fat: 1g

Omega-3 fat: 0.6g*

Cholesterol: 74mg

Sodium: 50mg

Common names: Pink salmon, humpback salmon

Identification: Metallic blue on dorsal surfaces, silvery on sides. Small scales covering body. Large black, oval spot on upper sides and tail.

Range: Southern California to Arctic Ocean and Central Honshu, Japan and Korea.

Season and Catch Methods: June through September from Southeast Alaska to Kotzebue Sound. Caught by seine, drift gillnet, set gillnet and trolling.

Size: Average 3 lbs, range 2 to 6 lbs.

Packaging: Fresh and frozen fish 50 and 80 lb boxes. IOF and vacuum packed frozen fillets and steaks 5 to 10 lb cartons. Skinless boneless fillets 16.5 lb blocks.

Product Forms:

Fresh: dressed; dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless.

Frozen: dressed/headed; fillets, skin-on or skinless, pin-bone in or boneless; skinless-boneless fillet and mince blocks; steaks.

Dressed headed fish graded: 2-4 lbs, and 4 lbs and up.

Steaks and fillets typically graded: 4-, 6-, 8- and 10 ounce portions.

Canned:

Quarters (3.75 oz. net wt.)

Halves (7.5 oz. net wt.)

Talls (14.75 oz. net wt.)

41b (64 oz. net wt.)

Skinless-boneless: 3 ounce easy open, 6- and 12 ounce.

Nutritional Value

(3.5 oz (100 g) raw fillet):

Kcal: 116

Kcal from Fat: 31

Protein: 20g

Total Fat: 4g

Saturated Fat: 1g

Omega-3 Fat: 1.2g*

Cholesterol: 52mg

Sodium: 67mg

HOUSE BILL NO. 89

IN THE LEGISLATURE OF THE STATE OF ALASKA

TWENTY-THIRD LEGISLATURE - FIRST SESSION

BY REPRESENTATIVES STEVENS, Wolf

Introduced: 2/10/03

Referred: House Special Committee on Fisheries, Resources

A BILL

FOR AN ACT ENTITLED

1 "An Act relating to standards for chilling and delivery of commercially caught salmon;
2 and providing for an effective date."

3 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:

4 * Section 1. The uncodified law of the State of Alaska is amended by adding a new section
5 to read:

6 FINDINGS AND INTENT. (a) The Alaska State Legislature finds ~~that~~

7 (1) ~~it is essential~~ that the Alaska salmon industry produces ⁶ a high quality
8 seafood product ~~in order~~ to maintain the value and reputation of Alaska salmon throughout
9 the world and ^{to} stay competitive in the market;

10 (2) ^{that} the most effective means ~~for fishermen to~~ maintain the highest quality of
11 salmon ^{is} to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling
12 processes and to deliver salmon promptly to a processor after the salmon are caught;

13 (3) ^{Voluntary} ~~mandatory~~ standards for chilling ~~of~~ salmon at the time of capture will
14 ^{be quite prohibitive, in terms of time and education for the} ~~impose significant costs on the~~ Alaska salmon fishing fleet for the acquisition, installation,

1 ~~and maintenance of the equipment necessary to comply with the chilling standards, and~~

2 (4) assistance and funding must be made available to the Alaska salmon
3 fishing fleet so that it can afford to come into statewide compliance with the mandatory
4 chilling standards by January 1, 2008.

5 (b) It is the intent of the Alaska State Legislature to seek and encourage support in
6 the form of grants, loans, and technical assistance from federal, state, and other sources to
7 offset the significant costs of modernizing the Alaska salmon fishing fleet to meet the
8 mandatory standards for chilling of salmon to be established under this Act.

9 * ~~Sec. 2. AS 17.20~~ is amended by adding a new section to read:

10 ~~AS 17.20~~ **Standards for chilling and delivery of salmon taken in a**
11 **commercial fishery.** The commissioner, after consultation with the Alaska Seafood
12 Marketing Institute, shall develop ^{voluntary} ~~mandatory~~ standards for chilling ^{Program for Alaska} ~~of salmon at the~~ ^{Salmon}
13 ~~time of capture, prompt delivery of salmon to a seafood processing facility after the~~
14 ~~salmon is caught, or both chilling at the time of capture and prompt delivery to a~~
15 ~~seafood processing facility.~~

16 * ~~Sec. 3. The uncodified law of the State of Alaska is amended by adding a new section to~~
17 ~~read:~~

18 ~~ADOPTION OF SALMON CHILLING AND DELIVERY STANDARDS. The~~
19 ~~commissioner of environmental conservation shall adopt by regulation salmon chilling and~~
20 ~~delivery standards under AS 17.20.069, added by sec. 2 of this Act, on or before January 1,~~
21 ~~2004. The commissioner shall implement the standards throughout the state by January 1,~~
22 ~~2008.~~

23 * ~~Sec. 4. This Act takes effect immediately under AS 01.10.070(e).~~

HB 89 Amendments

FSH COM. (CAMERON YOURKOWSKI)
- 3306

P.2, Line 9.

Sec. 2. AS 17.20 is amended by adding a new section to read:

Sec. 17.20.069. (a) Standards for chilling and delivery of salmon taken in a commercial fishery. The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop mandatory standards for chilling of salmon that is destined for certain product forms as determined by the commissioner under (b) of this section; and shall develop mandatory standard for chilling certain salmon at the time of capture, through delivery of the salmon to a seafood processing facility after the salmon is caught, and chilling throughout the seafood processors possession of the salmon, and up until the shipment of the salmon [or both chilling at the time of capture and prompt delivery to a seafood processing facility].

(b) The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for determining what salmon product forms are required to follow the provisions of (a) of this section.

DRAFT CONCURRENT RESOLUTION NO. ____

"Standards for chilling and delivery of commercially caught salmon"

FINDINGS AND INTENT:

The Alaska State Legislature finds that

(1) it is essential that the Alaska salmon industry produce a high quality seafood product in order to maintain the value and reputation of Alaska salmon throughout the world and stay competitive in the market; and

(2) the most effective means to maintain the highest quality of salmon are to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling processes at the point of capture, and to deliver salmon promptly after capture to a processor, and to maintain the salmon in a properly chilled state until processed and shipped; and

(3) implementing standards for chilling of salmon from the time of capture until they are processed and shipped will impose significant costs on the Alaska salmon industry for the acquisition, installation, and maintenance of the equipment necessary to comply with the chilling standards; and

(4) assistance and funding must be made available to the Alaska salmon industry so that it can afford to come into statewide compliance with the chilling standards by January 1, 2008.

BE IT RESOLVED BY THE LEGISLATURE OF THE STATE OF ALASKA:

(1) That the State of Alaska seek and encourage support in the form of grants, loans, and technical assistance from federal, state, and other sources to offset the significant costs of upgrading the infrastructure of the Alaska salmon industry to meet the standards for chilling of salmon to be established pursuant to this Resolution;

(2) The Commissioner of the Department of Environmental Conservation, after consultation with the Alaska Seafood Marketing Institute, shall develop draft mandatory standards for chilling of salmon destined for certain product forms at the time of capture, and prompt delivery of salmon to a seafood processing facility after the salmon is caught, and chilling throughout the seafood processors possession of the salmon, and up until the shipment of the salmon;

(3) The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for determining what salmon product forms are required to be consistent with the chilling provisions in CS HB 89.

(4) That the Commissioner of Department Environmental Conservation shall draft such salmon chilling and delivery standards and enforcement policies before September

HB 89 Amendments

P.2, Line 9.

Sec. 2. AS 17.20 is amended by adding a new section to read:

Sec. 17.20.069. (a) Standards for chilling and delivery of salmon taken in a commercial fishery. The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop mandatory standards for chilling of salmon that is destined for certain product forms as determined by the commissioner under (b) of this section; and shall develop mandatory standard for chilling certain salmon at the time of capture, through delivery of the salmon to a seafood processing facility after the salmon is caught, and chilling throughout the seafood processors possession of the salmon, and up until the shipment of the salmon [or both chilling at the time of capture and prompt delivery to a seafood processing facility].

(b) The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for determining what salmon product forms are required to follow the provisions of (a) of this section.

DRAFT CONCURRENT RESOLUTION NO. ____

"Standards for chilling and delivery of commercially caught salmon"

FINDINGS AND INTENT:

The Alaska State Legislature finds that

(1) it is essential that the Alaska salmon industry produce a high quality seafood product in order to maintain the value and reputation of Alaska salmon throughout the world and stay competitive in the market;

(2) the most effective means to maintain the highest quality of salmon are to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling processes at the point of capture, and to deliver salmon promptly after capture to a processor, where they are maintained in a properly chilled state until processed and shipped;

(3) implementing standards for chilling of salmon from the time of capture until they are processed and shipped will impose significant costs on the Alaska salmon industry for the acquisition, installation, and maintenance of the equipment necessary to comply with the chilling standards; and

(4) assistance and funding must be made available to the Alaska salmon industry so that it can afford to come into statewide compliance with the chilling standards by January 1, 2008.

BE IT RESOLVED BY THE LEGISLATURE OF THE STATE OF ALASKA:

(1) That the State of Alaska seek and encourage support in the form of grants, loans, and technical assistance from federal, state, and other sources to offset the significant costs of modernizing the Alaska salmon industry to meet the standards for chilling of salmon to be established pursuant to this Resolution;

(2) The Commissioner of the Department of Environmental Conservation, after consultation with the Alaska Seafood Marketing Institute, shall develop mandatory standards for chilling of salmon destined for certain product forms at the time of capture, and prompt delivery of salmon to a seafood processing facility after the salmon is caught, and chilling throughout the seafood processors possession of the salmon, and up until the shipment of the salmon.

(3) The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for determining what salmon product forms are required to be consistent with the chilling provisions in CS HB 89.

(4) That the Commissioner of ^{the Dept of} Environmental Conservation shall publish such salmon chilling and delivery standards on or before January 1, 2004, and that the standards shall call for all salmon destined for the certain product forms to be handled in accordance with the standards throughout the state by January 1, 2008.

1st, 2003, for consideration by the Legislature of Alaska and the Joint Legislative Salmon Industry Task Force and in reference to CS HB 89.

Alaska State Legislature

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Juneau, AK 99802
Phone: 465-2689
Fax: 465-3472
Toll Free (800) 665-2689
Representative_Paul_Seaton@legis.state.ak.us



345 W. Sterling Highway
Suite 102B
Homer, AK 99603
Phone: 235-2921
Fax: 235-4008

REPRESENTATIVE Paul Seaton

District 35

Facsimile Transmittal Cover Sheet:

Date: 4/15/03 Time: 10:10

To: GEORGE UTERMOTHE

Fax: 2029 Phone: _____

From: CAMERON FISH COM.

Phone: 3304 E-Mail: _____

Number of pages including cover sheet: 2

DRAFT CONCURRENT RESOLUTION NO. ____

"Standards for chilling and delivery of commercially caught salmon"

FINDINGS AND INTENT:

The Alaska State Legislature finds that

(1) it is essential that the Alaska salmon industry produce a high quality seafood product in order to maintain the value and reputation of Alaska salmon throughout the world and stay competitive in the market;

(2) the most effective means to maintain the highest quality of salmon are to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling processes at the point of capture, and to deliver salmon promptly after capture to a processor, where they are maintained in a properly chilled state until processed; ^{ing + shipment}

(3) implementing standards for chilling of salmon from the time of capture until they are processed ^{and shipment} will impose significant costs on the Alaska salmon industry for the acquisition, installation, and maintenance of the equipment necessary to comply with the chilling standards; and

(4) assistance and funding must be made available to the Alaska salmon industry so that it can afford to come into statewide compliance with the chilling standards by January 1, 2008.

BE IT RESOLVED BY THE LEGISLATURE OF THE STATE OF ALASKA:

(1) That the State of Alaska seek and encourage support in the form of grants, loans, and technical assistance from federal, state, and other sources to offset the significant costs of modernizing the Alaska salmon industry to meet the standards for chilling of salmon to be established pursuant to this Resolution;

(2) That the Commissioner of Environmental Conservation, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for chilling of salmon at the time of capture, prompt delivery of salmon to a seafood processing facility after the salmon is caught, or both chilling at the time of capture and prompt delivery to a seafood processing facility, and for maintenance of the salmon in a properly chilled state until processed;

(3) That the Commissioner of Environmental Conservation shall publish such salmon chilling and delivery standards on or before January 1, 2004, and that the standards shall call for all salmon to be handled in accordance with the standards throughout the state by January 1, 2008.

CS HB 89 (FSH)

RESOLUTION

also told them that I thought the "gag order" of the last administration during land and shoot initiatives was baloney; the department should be able to present facts objectively.

I stressed to them that I fully appreciated planning and research, but I was from a farming background, I appreciated "active" management and I did not have to endlessly study something to act. I agreed with their stated philosophical concept of maximum sustained yield, but it must depend on location and competing uses/users.

I made it very clear that I believed that elected officials and the two boards should determine preferential uses, not Fish and Game.

Most questions were to John Clark. I suspect that John's demise as Chief Fishery Scientist was his belief that Comm. Fish needed "more science" in the form of peer review for management programs, research and publications. He also had some "baggage" with the employee union in the 80s, and he did not like press conferences and dealing with the press generally.

Kevin Duffy was truly embarrassed and I think as surprised as I was that "the governor did not feel that either John or I had a place in his administration." He said that the chief of staff gave no reasons for me, mentioned that they were concerned about the unions in regard to John.

Cliff asked me if I had even a gut feeling for why I was rejected. I've thought about this a lot. It could be, but only is speculation on my part, that Kevin told them that Wayne Regelin was interested in part time Chief Wildlife Scientist work; maybe they thought this was a sufficient "out" to appoint their preferred dep. comm. and let Wayne be the biologist in the Comm. Office. Wayne told me that he thought the two new chief scientist positions were a waste of money if they would appoint competent biologists as deputies, but he'd consider part time work if the Chief WL position persisted. Beyond that, they surely perceived that both John and I were not "yes men."

I told Kevin that if this made the press, and if he or the gov. felt it necessary to berate me or my qualifications publicly to make themselves look good, I would retaliate. I still know several people in the Anch. DN and they aren't exactly pro the present administration. I surely do not want to have a donny brook with the gov, but I would if it gets personal and inaccurate.

Thanks again for your confidence. Dan Timm

"An Act relating to standards for chilling, delivery and holding of commercially caught salmon; and providing for an effective date."

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:

*Section 1. The uncoded law of the State of Alaska is amended by adding a new section to read:

FINDINGS AND INTENT. (a) The Alaska State Legislature finds that

(1) it is essential that the Alaska salmon industry produce a high quality seafood product in order to maintain the value and reputation of Alaska salmon throughout the world and stay competitive in the market;

(2) the most effective means to maintain the highest quality of salmon are to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling processes at the point of capture, and to deliver salmon promptly after capture to a processor where they are held in a properly chilled state until processed;

(3) implementing standards for chilling of salmon from the time of capture until they are processed will impose significant costs on the Alaska salmon industry for the acquisition, installation, and maintenance of the equipment necessary to comply with the chilling standards; and

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*Sec. 2. AS 17.20 is amended by adding a new section to read:

Sec. 17.20.069. Standards for chilling and delivery of salmon taken in a commercial fishery. The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for chilling of salmon at the time of capture, prompt delivery of salmon to a seafood processing facility after the salmon is caught, or both chilling at the time of capture and prompt delivery to a seafood processing facility, and for holding the salmon in a properly chilled state at the processing facility until processed.

1st shipment

*Sec. 3. The uncoded law of the State of Alaska is amended by adding a new section to read:

ADOPTION OF SALMON CHILLING AND DELIVERY STANDARDS. The commissioner of environmental conservation shall adopt by regulation salmon chilling, delivery and holding standards under AS 17.20.069, added by sec. 2 of this Act, on or before January 1, 2004, which standards shall be voluntary and shall call for all salmon to be handled in accordance with the standards throughout the state by January 1, 2008.

*Sec. 4. This Act takes effect immediately under AS 01.10.070(c).

- Species / product form requirements

Subject: [Fwd: Chilling Standards]

Date: Fri, 11 Apr 2003 10:42:53 -0800

From: Cheryl Sutton <Cheryl_Sutton@Legis.state.ak.us>

Organization: Alaska State Legislature

To: Katrina Matheny <Katrina_Matheny@legis.state.ak.us>,

Cameron Yourkowski <Cameron_Yourkowski@legis.state.ak.us>

Please let me know what your bosses think about this info. Thanks.

--
Cheryl Sutton
Joint Legislative Salmon Industry Task Force
Office of Senator Ben Stevens
State Capitol Room 123
Juneau, Alaska 99801
Phone: 907-465-2705
Fax: 907-465-3872

Subject: Chilling Standards

Date: Fri, 11 Apr 2003 10:38:04 -0800

From: Greg Fisk <greg_fisk@dced.state.ak.us>

To: Cheryl B Sutton <cheryl_sutton@legis.state.ak.us>

CC: William C Noll <bill_noll@dced.state.ak.us>,

Sally A Saddler <sally_saddler@dced.state.ak.us>

Hi Cheryl,

Attached is document that has two versions of language that could serve to get the chilling standards issue moving again.

1.) The first is a revised HB 89 that sticks as closely to the original as possible, but a.) specifically makes the standard voluntary, and b.) adds language about holding fish at proper temp at the processing plant, which was a concern raised by Rep. Seaton.

2.) The second is a concurrent resolution format, which, by its nature, would make the standard voluntary. This also introduces the idea of maintaining proper temps at processing plants.

You might ask "Why have a law if the standard is voluntary?" It's just another way of approaching things. Voluntary programs have been done this way, as with ASMI's quality seal program, which is in statute and regs. However, a Resolution would certainly work, and would also be much easier to get done. Fiscal notes wouldn't be required, etc. etc. The main thing is to get the intent of the Legislature firmly on record, so that we can use that to help corral the funding sources that are out there. I feel that a Resolution would be the preferred way to proceed at this point, and have only included a Bill format for consideration in case the original sponsor still wanted to proceed in that way.

Since you had worked closely with Sen. Gary Stevens and Rep. Seaton on this I trust you can get the language to them. I'm sorry this took so long to get to you, but it was necessary to have some good in-depth discussions with key people here to ensure that we were all on the same wavelength about implementation. That took a while to do with the understandable focus on budget and other immediately pressing matters.

I hope we can work closely to get something passed this session.

Best regards / Greg Fisk

 HB 89 Two Options.doc	Name: HB 89 Two Options.doc Type: WINWORD File (application/msword) Encoding: base64 Download Status: Not downloaded with message
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Organization: Alaska State Legislature
To: Katrina Matheny <Katrina_Matheny@legis.state.ak.us>,
Cameron Yourkowski <Cameron_Yourkowski@legis.state.ak.us>

Please let me know what your bosses think about this info. Thanks.

--
Cheryl Sutton
Joint Legislative Salmon Industry Task Force
Office of Senator Ben Stevens
State Capitol Room 123
Juneau, Alaska 99801
Phone: 907-465-2705
Fax: 907-465-3872

Subject: Chilling Standards
Date: Fri, 11 Apr 2003 10:38:04 -0800
From: Greg Fisk <greg_fisk@dcad.state.ak.us>
To: Cheryl B Sutton <cheryl_sutton@legis.state.ak.us>
CC: William C Noll <bill_noll@dcad.state.ak.us>,
Sally A Saddler <sally_saddler@dcad.state.ak.us>

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Best regards / Greg Fisk

 HB 89 Two Options.doc	Name: HB 89 Two Options.doc Type: WINWORD File (application/msword) Encoding: base64 Download Status: Not downloaded with message
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"An Act relating to standards for chilling, delivery and holding of commercially caught salmon; and providing for an effective date."

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF ALASKA:

*Section 1. The uncodified law of the State of Alaska is amended by adding a new section to read:

FINDINGS AND INTENT. (a) The Alaska State Legislature finds that

(1) it is essential that the Alaska salmon industry produce a high quality seafood product in order to maintain the value and reputation of Alaska salmon throughout the world and stay competitive in the market;

(2) the most effective means to maintain the highest quality of salmon are to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling processes at the point of capture, and to deliver salmon promptly after capture to a processor where they are held in a properly chilled state until processed;

(3) implementing standards for chilling of salmon from the time of capture until they are processed will impose significant costs on the Alaska salmon industry for the acquisition, installation, and maintenance of the equipment necessary to comply with the chilling standards; and

(4) assistance and funding must be made available to the Alaska salmon industry so that it can afford to come into statewide compliance with the chilling standards by January 1, 2008.

(b) It is the intent of the Alaska State Legislature to seek and encourage support in the form of grants, loans, and technical assistance from federal, state, and other sources to offset the significant costs of modernizing the Alaska salmon industry to meet the standards for chilling of salmon to be established under this Act.

*Sec. 2. AS 17.20 is amended by adding a new section to read:

Sec. 17.20.069. Standards for chilling and delivery of salmon taken in a commercial fishery. The commissioner, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for chilling of salmon at the time of capture, prompt delivery of salmon to a seafood processing facility after the salmon is caught, or both chilling at the time of capture and prompt delivery to a seafood processing facility, and for holding the salmon in a properly chilled state at the processing facility until processed.

*Sec. 3. The uncodified law of the State of Alaska is amended by adding a new section to read:

ADOPTION OF SALMON CHILLING AND DELIVERY STANDARDS. The commissioner of environmental conservation shall adopt by regulation salmon chilling, delivery and holding standards under AS 17.20.069, added by sec. 2 of this Act, on or before January 1, 2004, which standards shall be voluntary and shall call for all salmon to be handled in accordance with the standards throughout the state by January 1, 2008.

*Sec. 4. This Act takes effect immediately under AS 01.10.070(c).

DRAFT CONCURRENT RESOLUTION NO. ____

"Standards for chilling and delivery of commercially caught salmon"

FINDINGS AND INTENT:

The Alaska State Legislature finds that

(1) it is essential that the Alaska salmon industry produce a high quality seafood product in order to maintain the value and reputation of Alaska salmon throughout the world and stay competitive in the market;

(2) the most effective means to maintain the highest quality of salmon are to chill salmon using ice, refrigerated sea water, chilled sea water, or other chilling processes at the point of capture, and to deliver salmon promptly after capture to a processor, where they are maintained in a properly chilled state until processed;

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(4) assistance and funding must be made available to the Alaska salmon industry so that it can afford to come into statewide compliance with the chilling standards by January 1, 2008.

BE IT RESOLVED BY THE LEGISLATURE OF THE STATE OF ALASKA:

(1) That the State of Alaska seek and encourage support in the form of grants, loans, and technical assistance from federal, state, and other sources to offset the significant costs of modernizing the Alaska salmon industry to meet the standards for chilling of salmon to be established pursuant to this Resolution;

(2) That the Commissioner of Environmental Conservation, after consultation with the Alaska Seafood Marketing Institute, shall develop standards for chilling of salmon at the time of capture, prompt delivery of salmon to a seafood processing facility after the salmon is caught, or both chilling at the time of capture and prompt delivery to a seafood processing facility, and for maintenance of the salmon in a properly chilled state until processed;

(3) That the Commissioner of Environmental Conservation shall publish such salmon chilling and delivery standards on or before January 1, 2004, and that the standards shall call for all salmon to be handled in accordance with the standards throughout the state by January 1, 2008.

Alaska State Legislature

Chair
Seaton

Vice Chair
Wilson

Members
Berkowitz
Guttenberg
Heinze
Kott
Samuels



State Capitol
Juneau, AK 99801
(907) 465-3306
(907) 465-3472

House Special Committee on Fisheries

MEMORANDUM

ADD TO HB 89

MANDATORY CHILLING BILL

2/26/03

(A)

ASMI web Site 2/23/03

Alaska Salmon Quality Specifications and Grades - Fresh and Frozen

Quality Specifications

Grades

Alaska Seafood Marketing Institute Recommended Statewide Quality Specifications For Alaska Fresh and Frozen Wild Salmon

Part I: Description

Section 1: Product Definition

Alaska Fresh or Frozen Wild Salmon is the food prepared from only the species of salmon listed in Section 2; these species may be sold fresh or frozen, and shall be reasonably protected from oxidation and/or dehydration.

Section 2: Species

The Species which can be designated Alaska Wild Salmon are:

Species	Common or Usual Name(s)
<u><i>Oncorhynchus tshawytscha</i></u>	Chinook, King
<u><i>Oncorhynchus nerka</i></u>	Red, Sockeye
<u><i>Oncorhynchus kisutch</i></u>	Coho, Cohoe, Silver
<u><i>Oncorhynchus gorbuscha</i></u>	Pink
<u><i>Oncorhynchus keta</i></u>	Keta, Chum

(Please click on the species names above for additional information)

Section 3: Styles of Preparation

A. Dressed, Head-off: The belly of the salmon is split from the anus to approximately one inch before the throat (isthmus of the nape); the split may also continue through the throat. The viscera and kidney (backblood) are removed leaving the cavity free of blood and pieces of membrane. The head is removed leaving the nape cut free of gill. Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).

B. Dressed Head-on: The belly of the salmon is split from the anus to approximately one inch before the throat (isthmus of the nape); the split may also continue through the throat. The viscera and kidney (backblood) are removed leaving the cavity free of blood and pieces of membrane. The gills may be removed; the head and gill cover remain intact. Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).

C. Whole (Round) Fish: Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).

D. Other: As defined by a buyer/seller relationship. This category may include a variety of styles and cleaning/processing techniques depending upon the form in which the product is marketed. Water used during processing or rinsing shall be sanitized in accordance with Alaska Department of Environmental Conservation requirements, 18 AAC 34.080(c).

Part II: Recommended Quality Grades and Characteristics

Section 1: Quality Grades

Salmon are categorized in the following grades:

Premium Grade

Grade A

Grade B

Grade C

Section 2: Quality Characteristics

A. All salmon will exhibit the following characteristics in order to meet the **Premium Grade**.



1. HANDLING: All Premium fish will be bled and chilled upon harvest. There will be no skin or internal cuts or tears. There will be no punctures or bruises. Meat will be resilient when subjected to finger pressure. Scale loss will not exceed 15%. Scale adherence will be uniform. Some scale loss due to method of harvest handling can be expected.

2. ODOR: Odor will be sea-fresh. There will be no off-odor.

3. EYES: Eyes will be normal in appearance, bright and clear.

4. GILLS: Gills will be bright red, and will smell sea-fresh and odorless.

5. SKIN: Skin color will be characteristic of fresh fish that is typical of the species, sexual maturity, district of harvest, and time of year it was harvested. (Refer to ASMI Skin Color Evaluation Guide for Pacific Salmon). Skin will be bright, shiny, and not hold wrinkles when bending fish slightly. There will be no skin indentations, perforations or scars. Slime will be clear. There will be no tail damage or fin loss.

6. BELLY CAVITY: Color will be bright and natural. There will be no belly burn or protruding ribs. The belly will be free of viscera and the collar free of gill membrane.

7. MEAT COLOR: Meat color will be characteristic of fish that is typical of the species, district of harvest, and time of year harvested. (Refer to ASMI Meat Color Guide for Wild Alaska Salmon).

8. PHYSICAL SHAPE: Physical shape will be characteristic of the species at its stage of sexual maturity.

Deviations from the above characteristics are cause to downgrade salmon from **Premium Grade**.

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Test: Fish temperatures soar in transit

By Regan Foster
Alaska Journal of Commerce

A Kodiak-based fisherman-turned-scientist has discovered that fish shipped fresh from Alaska doesn't always reach its destination in the best condition.

Mark Buckley, managing partner of Digital Observer LLC, found that salmon caught, processed and shipped from Alaska's remote markets can heat up to as much as 62 degrees Fahrenheit before being sold to customers in the Midwest. Buckley said his proj-

ect, which involved tagging fish with computer-driven, waterproof temperature gauges, arose from a personal interest in the subject.

"It was always my observation that I never really knew what happened to my fish," he said. "I saw a discrepancy in the quality of the fish emerging from the nets and those that actually found their way onto the supermarket shelves; I saw the loss of markets to farmed fish; and I put two and two together."

Computerized sensors, or Smart Tags, were programmed with the names of the participating fishermen, processors, and distrib-

utors and attached to the fish with an electrician's zip tie. They were further programmed to take the fish's temperature every 30 minutes, Buckley said, and information was stored in a chip with 667 days of memory.

"What we found was that fish warm up at 36,000 feet," Buckley said.

He explained that the fish that left the processors, where they had been cleaned and gutted, were enclosed in bubble wrap and sealed in a wet-lock box with a handful of

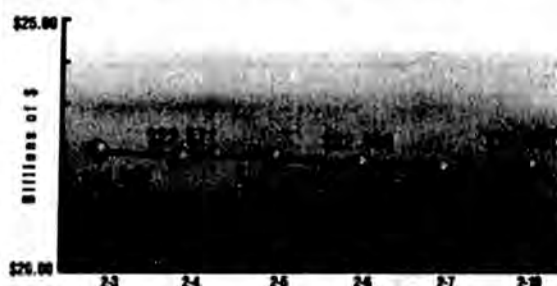
Continued on Page 9

North Slope oil price per barrel, week of February 3, 2003



SOURCE: Alaska State Department of

Alaska Permanent Fund daily unaudited



SOURCE: Alaska Permanent Fund Corp. For more info;



Handling, packaging and shipping all affect fish quality

Continued from Page 1

cold gel packs that act as coolant. The fish that came in direct contact with the packs stayed cool, but, Buckley noted, those that were at the bottom of the box warmed up.

Furthermore, the more time the fish spent sitting at airports, the more likely it was that they would heat up and become degraded.

One shipment of Copper River salmon sat on the tarmac at a Chicago, Ill. airport for 90 minutes in 80-degree heat and warmed to 62 degrees before cargo handlers placed the product in ice. By the time the distributor arrived to retrieve the salmon, it had cooled and the degradation went unnoticed.

Those increases can have a drastic effect on the quality, shelf life and overall marketability of the fish, said Bob Sullivan, the president of Chicago-based Plitt Fish Co. and a distributor of Alaska salmon who participated in the study.

"For every degree above 33 that a fish hits, the fish loses shelf life, so what you're essentially doing is taking away from the dining experience," Sullivan said.

He noted that Plitt sells its fish to gourmet restaurants and delis that demand a high-quality product. When an Alaska shipment is

not up to standards, the fish is tossed out so it loses market share, he said.

"I've had purchasers take a look at some of my Alaska salmon and tell me that they are better off buying red snapper," Sullivan said.

Processing the problem

While packaging and shipping techniques have an effect on the quality of the fish, the degradation of the fish is also dependent on how those fish are managed, Sullivan said.

"I went out on these (Alaska) fishing boats and saw hundreds of salmon dumped from a net, thrashing around and beating themselves up," he said.

Fish caught in nets are captured and sent en masse through a multi-person processing phase, Buckley said. He discovered that, while only about 48 hours passes between the fish arriving in the net and their arrival at the distributor, a multitude of both people and machines handle each fish individually.

Fish caught in nets are sent through processing plants where they are handled by about 20 people and where they are processed with machines, Buckley's study



PHOTO/COURTESY MARK BUCKLEY
Smart Tags attached to salmon from Bristol Bay and Copper River monitored the temperature and condition of the fish from the time they left the sea to their arrival in Chicago.

found. Between each stage, the fish is cleaned and moved along with ground-temperature water.

"All that handling affects the fish," and warms them before they are packed for shipment Buckley said. "When you warm that fish up, it takes an awful lot of energy and an awful lot of time to cool it back down."

A different approach, however, is trolling. This technique allows the fisherman to gut the catch and pack it on ice while still on the boat, Buckley said. He added that trollers tend to be at sea for longer periods of time than their netting counterparts, but the fish are kept consistently chilled throughout the voyage.

When trolled fish are sold, they are sent to the plant where they

are washed, weighed and graded according to quality before being packed away with insulation, Buckley said. Throughout the process, they are never allowed to warm beyond 40 degrees Fahrenheit.

"That fish remained in pristine condition because it was never allowed to heat up," he said. "Many things were conspiring to keep that fish in very good condition."

Some of the trolled fish had been out of the water for a week or more, Buckley said, but when he called the processors to see how the product arrived, "They (the fish) looked so good that the processors took them home and ate them," he said.

Whether or not the Smart Tag

Project will affect the way in which salmon is handled has yet to be seen, but Buckley said he intends to continue with his study. He is currently looking for funding that would allow him to duplicate the project next season, and he has found a second type of temperature reader that is more economical than the \$110 Smart Tag.

Efforts to track shipments may even go as far as developing a bar-code system, Buckley said. He noted that the tracking would increase accountability for an industry where the source of a problem is often hard to pinpoint.

"There's a lot of finger-pointing when things go wrong," Buckley said. "That was fine when Alaska was still the king of salmon, but we're no longer the only salmon in town."

"It really is a case of change our practices or die."

NOAA hands out beacons

Continued from Page 6

trawlers), but will eventually be available for other gear types.

At least two Kodiak skippers gave the ELBs high marks and credited OceanLogic with providing good support. The National Oceanic and Atmospheric

Administration has purchased 50 of the ELB systems to be given free to the first takers. Contact Bob Mikol at 907-586-0145 or via email at rmikol@oceanlogic.com.

Kodiak-based free-lance writer Laine Welch can be reached via email at msfish@ptialaska.net.

C

cont -

THE ALASKA MANUFACTURERS' ASSOCIATION, known as AKMA, is preparing for the second year of its Alaska salmon certification program. Begun in 2000 with two Cordova processors, the program seeks to establish consistent quality standards for Alaska salmon, association President David Arnsdorf told the Juneau Empire. "The problem with Alaskan salmon has been that they haven't treated the fish that well. Buyers got the Alaskan surprise

— you never knew what you'd get until you opened the box," he said. Homer-based seiner Jamie Ross said the program would help to avoid

that dilemma for quality-conscious fishermen and their buyers. By developing a much more stringent and reliable grading system that would mark the highest quality fish as "premium," buyers would know from the stamp of approval that they are getting the cream of the crop of No. 1 fish. To have their fish marketed as "Alaska Quality Seafood," processors must submit to quality evaluations by a third-party inspector for at least their first year of membership. Salmon is classified in one of four grades: premium, choice, select and standard. Because the standards have not been uniform across the industry "there's that uncertainty," said Terry Gardiner, president of Seattle-based NorQuest, which has applied to participate in the AKMA certification program this year. "You can buy five different brands, and how do you compare NorQuest No. 1 to brand X, Y or Z No. 1?"



SEAWATCH

Sepp Jannotta

FISH ARE EVALUATED on how they're handled, their odor, appearance of eyes, gills, skin and belly cavity as well as internal defects, physical shape and freezing defects.

All fish must be chilled. And fish that don't meet at least the "standard" rating cannot be certified as "Alaska Quality Seafood." AKMA handled 96,000 pounds of salmon from nine processors last year, but is starting to grow. Arnsdorf estimates he'll have a dozen or so participating processors this season. Ross told the Homer News that NorQuest will participate in the certification program at its Chignik facility. The plant would likely use live fish straight from the net pens of the Chignik salmon co-op, which would boost its effort to produce a high percentage of "premium" fish, said Ross, a co-op member. The Alaska Quality Seafood program also is attracting new buyers, including Busch's, a high-end Michigan grocery store chain with 12 outlets.

THE BAD PRESS continues for the farmed-raised salmon of British Columbia. Newspapers in towns up and down the North Pacific coast of North America ran stories citing the Canadian Department of Fisheries and Oceans as saying that it had reversed its official stance on the threat of sea lice from penned salmon on the migrating smolt from wild pink stocks. The crash of pink stocks in the Broughton Archipelago area has raised a cry of alarm from many environmental, Native and commercial fishing groups. Despite originally downplaying the potential link between the decline and sea lice, the Canadian government joined in the call for fish farms in an area off north-east Vancouver Island to shut down during the spring smolt migration. Under the threat of legal action, 11 salmon farms will keep their net pens empty for two months. British Columbia fisheries managers are holding talks later this month to develop a three-year plan for researching the plight of pink stocks.

HOMER NEWS



(D)

Public Testimony on HB 89, relating to standards for chilling and delivery of commercially caught salmon, offered to the House Special Committee on Fisheries, February 21, 2003

The Board of Directors of the Alaska Seafood Marketing Institute took a strong stand last September in support of a slate of quality recommendations for Alaska salmon. ASMI believes that these recommendations must be in place to compete in today's market.

The ASMI Board's recommendations relating to chilling read:

All salmon harvested in Alaska waters must be chilled immediately at point of harvest, regardless of the product form for which the fish is intended.

In-the-round (not dressed) chilled salmon held in refrigerated sea water (RSW) or chilled sea water (CSW) must be delivered to a processing point within 3 days of catch. Dressed salmon chilled by layered ice must be delivered to the processor within 6 days of catch.

The Joint Legislative Industry Salmon Task Force, following much discussion by its subcommittees and the full task force, has moved the issue of chilling to the forefront for public debate in the form of House Bill 89. In providing its salmon quality recommendations to the Task Force, the ASMI Board stated that the quality recommendations are vital, and must be put in regulation as soon as possible to make them enforceable. The ASMI Board noted that some regions of the state are economically depressed, lacking in infrastructure, and will require infrastructure investment in order to meet the standards. The Task Force members also paid particular attention to this point.

The Board adopted salmon quality recommendations for consideration by the executive and legislative branches because Alaska salmon quality is a critical component in Alaska's effort to regain market share and successfully compete in today's world market. The ASMI Board supports the legislature advancing the issue of salmon quality, and implementing its recommendations.

B. **Brailers** – can do a lot of damage to the fish if not cleaned.

1. Size:

- a. Large bags will crush fish and do a lot of damage, including bruising, breakage of backbone, etc.
- b. During transfers, limit bag size to no more than 600 lbs or ½ full (whichever is less).

2. Type:

Only knotless, small mesh brailers, or stainless steel, aluminum or plastic "buckets" are to be used for product transfers to avoid damaging the fish. Old style, knotted brailers or any other kind that excessively damage fish are not permitted. A lot of scale loss and bruising are particular problems when using the wrong equipment for transfer.

3. Loading of bags:

Load more than one brailer at a time so that they can be loaded evenly. This avoids ending up with heavy brailers followed by light brailers.

C. **Handling Requirements** – Proper handling/grading to be verified through monitoring by Surefish (or its designee) and tender crew for each delivery made to the tender.

1. Set Time (catch methods for other fisheries not noted)

- a. Drift Gill Net: no more than 2 hours (ASMI)

2. Cooling:

- ☒ a. Fish are to be kept cool at all times until delivery. Fish should be chilled down to 32° F – 34° F as quickly as possible.
- b. Iced in bags/hold: Take enough ice to allow for the ASMI recommended 1 lb of ice for every 2 lbs of fish. Distribute throughout so ice is making contact with all of the fish.
- ☒ c. Hold: Slush Iced or RSW – plan ahead so that there is enough time to pre-chill water to 30° F – 32° F before adding fish.
- d. For RSW systems:
 - 1) Do not pack hold too tight. Limit density to the ASMI recommended 45 lbs of fish per cubic foot of hold space.
 - 2) Ensure proper circulation of chilled water to prevent "hot spots".
 - 3) Poor circulation and/or packing fish too tight renders the RSW system ineffective and defeats the entire purpose.

Specific
to government
for holding

Note: Product from "dry" boats will not be permitted into the program.

ASMI Programs in Northern and Central Europe:

Findings of a Strategic Evaluation

prepared for the

Alaska Seafood Marketing Institute

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A Strategy to Reposition Alaska Seafood

- While ASMI has long tried to promote Alaska seafood as superior quality, the reality has long been that products have not always lived up to the promise. If Alaska is to take advantage of new excitement about the Alaska seafood that does offer good quality, it will have to convince many customers that there really is a NEW Alaska seafood that can deliver consistently on quality.
- ASMI has made progress in developing quality guidelines and in identifying third party inspectors who can help the industry demonstrate a commitment to reliable supplies of consistently graded products, a first step toward repositioning Alaska seafood for increased value
- Market Solutions believes that after a decade of declining promotional resources and new interest and market potential for Alaska seafood, it makes sense to carefully look at all elements of the current program and rebuild from the ground up. This can help ensure maximum impact of the program using current resources and help ASMI attract additional funding via the MAP program and other sources as they become available.
- The first step in this process should be to specifically divide the program based on:
 - Activities to support objectives in maintaining short term sales levels of current products in existing markets and
 - Activities aimed at market development for a more competitive longer term future.
- ASMI and the industry cannot afford to allow short term sales of current products to collapse by halting support for whole h& g fish and tall cans of salmon.
- At the same time, if it is going to serve as a more proactive catalyst to help the industry get to a more profitable future, it is most likely to succeed if it focuses a substantial share of resources on market development activities that will help to increase the longer term value of Alaska's seafood harvest and returns to the seafood industry, the state and the U.S. taxpayers who help finance ASMI export programs.



Re-Launching Alaska Seafood

- *These factors combine to make it an excellent time to re-launch the image of Alaska seafood products and ASMI's program in Northern and Central Europe and other markets.*
- *The concept behind re-launching a product or product line is to convince new customers that the product offers attributes and value that they are willing to pay for. Recent success with fresh salmon at retail in the UK amounts to the beginning of re-launching the product, as it appeals to consumers who are willing to pay much higher prices than the traditional canned salmon customers. Success in re-launching will require careful planning so that new customers can be captured without losing the old ones that suppliers want to keep.*
- ▪ A consistent grading system is probably the most valuable action that the industry can take to restore competitiveness. ASMI has developed recommended quality guidelines that are currently being considered by Alaska's Salmon Task Force which is due to report in early 2003.
- In the interim, ASMI can educate buyers on its new recommended grading system. If buyers use standard purchase specifications, and perhaps require independent third party inspection, this can start the process of restoring confidence in the reliability of quality grading of Alaska seafood among European customers.
- Alaska may be able to learn something from the market orders used to manage supplies shipped to different markets by the fruit and vegetable industries. These allow producers of crops with variable production to focus on selling for the best net return, not just the largest total volume. This has often been accomplished by restricting sales of low quality products into specific markets or market channels. Trade interviews underscore that such an approach merits consideration as one potential vehicle to help Alaska's industry return to a sounder economic footing.



Despite ASMI Efforts, Inconsistent Grading and Quality Standards Remain a Major Constraint

ASMI makes significant investments in technical materials to help buyers understand and specify the quality of the Alaska seafood products they want to purchase. Customers appreciate the assistance, but indicate that inconsistent application remains a major constraint. Sometimes Alaska products are discounted because of expectations that quality will be inconsistent. One buyer reported specifying that all Alaska product must be re-graded at one specific plant. Other buyers reported partnering with specialty processors to be able to obtain the product they want.

Consistent grading remains one key to increasing the value of Alaska's seafood harvest.



Grading: A Key to Value

- "Get the product right and the other will follow. We don't need posters and logos. They don't fit with our corporate branding. Alaska needs to think of itself as a brand and make sure that the quality is there."
 - Major UK retailer
- ■ "There is no common standard in Alaska that buyers can count on. We have had numerous meetings with exporters over the last ten years, but we still cannot communicate quality."
 - French importer
- "French consumers are asking questions about the salmon they purchase. The large retailers are going back to the source and trying to develop integrated supply chains."
- *"The industry needs a common denominator. Even the most rotten salmon can carry the label 'Alaska salmon'. It is time for the industry to establish a real consistent grading system that lets buyers know what to expect when they open a container, and put some money behind implementing it."*



Comments on Grading

- "Surimi is successful because the subjectivity has been taken out of the grading. More surimi is now sold in France than smoked salmon.
- "Coho quality for Silverbrite No.1 has fallen over the last several years. The grades seem to have been revised downward without telling the customers."
- "Dark Chums put the image of wild salmon at risk and did a lot of damage to the market at a certain time."
- "Quality is generally good at the beginning of the season but declines progressively. It is especially difficult to buy on the spot market."
- ▪ "Subjective grading is really hurting the Alaska industry. A standardized process is needed. Buyers have tried to specify the brand and processing plant, and even then have problems with variability from some processors."
- One retailer said that variation within individual containers was so great that they would only buy from one plant. When the plant ran out of product, they asked that the staff from the original facility supervise loading when product came from another supplier or facility.



Re-launching Alaska Seafood in Europe

- The first steps in preparing to re-launch and reposition the brand for Alaska seafood in Europe have to be taken in Alaska and Washington State in fishing, processing, handling and logistics. **A consistent grading system is probably the most valuable action that the industry can take to restore competitiveness.** ASMI has developed recommended quality guidelines that are currently being considered by Alaska's Salmon Task Force.
- In the interim, ASMI can educate buyers on its new recommended grading system. If buyers use standard specifications, and perhaps require independent third party inspection, this can start the process of restoring confidence in the reliability of quality grading of Alaska seafood among European customers. This is essential if the Alaska seafood industry is to have any possibility of getting the value it should for Alaska's seafood harvest.
- ▪ **Grading** is one way that customers know what to expect when they purchase products without physically inspecting them. ASMI has made major investments in helping Alaska's industry and customers understand quality and grading, but application is still voluntary and by all accounts extremely inconsistent.



Re-launching Alaska Seafood in Europe

A Consistent and Reliable Grading System

- Some of Alaska's customers are trying to work around the lack of a consistent and reliable grading system through extraordinary and costly measures described above. Willingness to do so is attributed to specialized interest in obtaining wild products from sustainable fisheries. This has created a short term window of opportunity. Alaska can take advantage of it soon, or the chance will be lost.
- Farmed salmon producers in Norway, Scotland and Chile have taught customers that they do not have to accept the problem of surprises on the quality and consistency of fish when containers are opened. Farmed salmon producers do not face the need to deal with a large wild harvest in a short period of time. They also face different logistics issues. Nonetheless, customers say that they are able to provide customers with the products they expect to get, while wild salmon of a single grade from a single processor is said to be highly variable.
- Interviews with customers indicate that without progress on consistent grading, the potential to obtain increased value for Alaska's seafood harvest will be restricted to small niche opportunities.
- ▪ A consistent and reliable grading system might mean fewer No. 1 fish toward the end of the season, but more satisfied customers and higher total returns.



Taking Advantage of Technology

- With new interest in seasonal imports of fresh Alaska salmon and other seafood products in Europe and around the world, it makes sense for ASMI to look to technology to help make Alaska seafood more competitive.
- Modified atmosphere packaging is contributing to increased shelf life for a variety of other center-of-the-plate products. Beef, pork and lamb, which were once exported only as frozen are now shipped around the world in chilled form, sometimes by ocean freight. ASMI staff report seeing seafood products in Australia with a two week shelf life. It makes sense to explore the requirements of making this or other technology available for Alaska seafood.
- When one looks at the gap between the ex-vessel price of Alaska seafood and the price to the consumer half way round the world, two areas that justify additional study of options include potential returns to reducing transportation, handling and distribution costs; and improving the quality and attractiveness of frozen products when consumers make purchase decisions in the store.
- Likewise, equipment for boning, portioning, forming, retort packaging and innovative canning can all contribute to new product development. Equipment being developed for handling farmed product may be adaptable to wild seafood.



Options for Mandatory Quality Standards for Alaska Salmon

DISCUSSION POINTS

Prepared for the ASMI
Quality Symposium
April 8-9, 2002

Present Situation

- Results of 5 year salmon quality survey presented to Board of Directors, October 2001
- Board of Directors discussion and “straw poll” shows support for mandatory quality program
- At Seafood Technical Committee meeting November 2001, discussion and “straw poll” shows support for some kind of mandatory program
- Staff directed to develop outline and discussion points for Executive Committee meeting January, 2002

ASMI Quality Survey

Third survey in 10 years

DO YOU CHILL YOUR FISH?

Yes, all

Yes, some

Don't chill

Cook Inlet

1991	16 %	18 %	66 %
1996	23 %	10 %	67 %
2001	38 %	11 %	51 %

Kodiak

1991	23 %	17 %	60 %
1996	67 %	0 %	33 %
2001	67 %	22 %	11 %

Western AK

1991	6 %	5 %	89 %
1996	4 %	7 %	89 %
2001	15 %	26 %	58 %

S.E. AK

1991	79 %	7 %	14 %
1996	93 %	0 %	7 %
2001	87 %	3 %	10 %

B. Bay

1991	5 %	3 %	92 %
1996	15 %	4 %	81 %
2001	13 %	3 %	84 %

PWS

1991	49 %	17 %	33 %
1996	68 %	21 %	11 %
2001	74 %	23 %	3 %

Yakutat

1991	50 %	36 %	14 %
1996	75 %	0 %	25 %
2001	93 %	0 %	7 %

Chignik

1991	0 %	17 %	83 %
1996	---	---	---
2001	70 %	20 %	10 %

AK Pen

1991	17 %	9 %	74 % 4
1996	71 %	0 %	29 %
2001	63 %	0 %	37 %

DO YOU CHILL YOUR FISH?

1991

	<i>Yes, all</i>	<i>Yes, some</i>	<i>Don't chill</i>
Gillnetter	23%	7%	70%
Seiner	49%	18%	38%
Troller	74%	7%	19%
Setnetter	13%	11%	75%

1996

Gillnetter	36%	6%	60%
Seiner	80%	10%	10%
Troller	90%	4%	6%
Setnetter	26%	9%	65%

2001

Gillnetter	36%	11%	53%
Seiner	76%	13%	11%
Troller	83%	3%	14%
Setnetter	27%	9%	64%

Case history examples:
ASMI foodservice program

Instances of poor product quality
affecting an ASMI sponsored
event

- August 2001, ASMI participated with Walt Disney World in a “Celebrity Chef Series”. The product we sent was frozen and had to be resent because of bad quality. Over 50 high profile chefs attended this event.
- As a follow up to the Disney event, a drawing was held for a fresh salmon. The winner was from the California Grill at Walt Disney World and is world famous. The product had to be resent 3 times because of poor quality. We have surely lost them as a customer.
- McCormick & Schmicks will no longer do their Copper River promotions because of “poor quality and high prices”. The feedback from their chefs in the field has not been positive.
- Holland America-fillets “grey”, after major effort to convince H/A to try wild salmon
- The opinion is that quality problems are increasing in recent years.

Case History:

Coho salmon meat color photo shoot

Fish procured from 8 different suppliers from regions all over the state

Fish sourced were from major gear types

Fish requested were to be "photo perfect" and meet ASMI premium standard

what does "were to be mean" -
were these fish
chilled? How does
this show effects of
chilling?

NOT SURE
if these fish were
chilled or not

Case History:

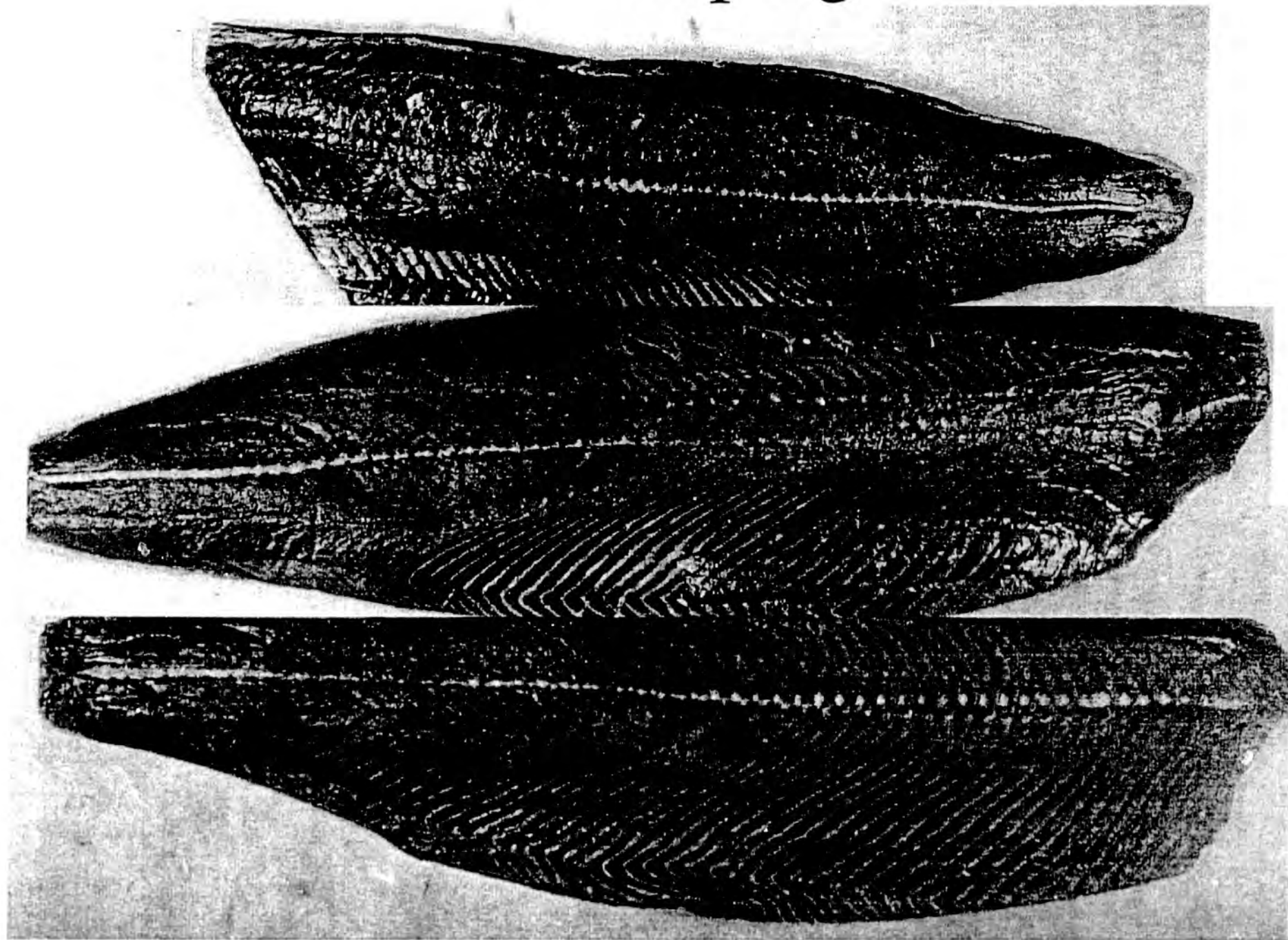
Coho salmon meat color photo shoot

External Results: Fish in general appeared in acceptable condition and would generally be considered “#1”.

Internal Results:

<u>Gaping</u>	<u>Bruised</u>	<u>Bloodspots</u>	<u>Soft/Mushy</u>
47%	23%	35%	38%

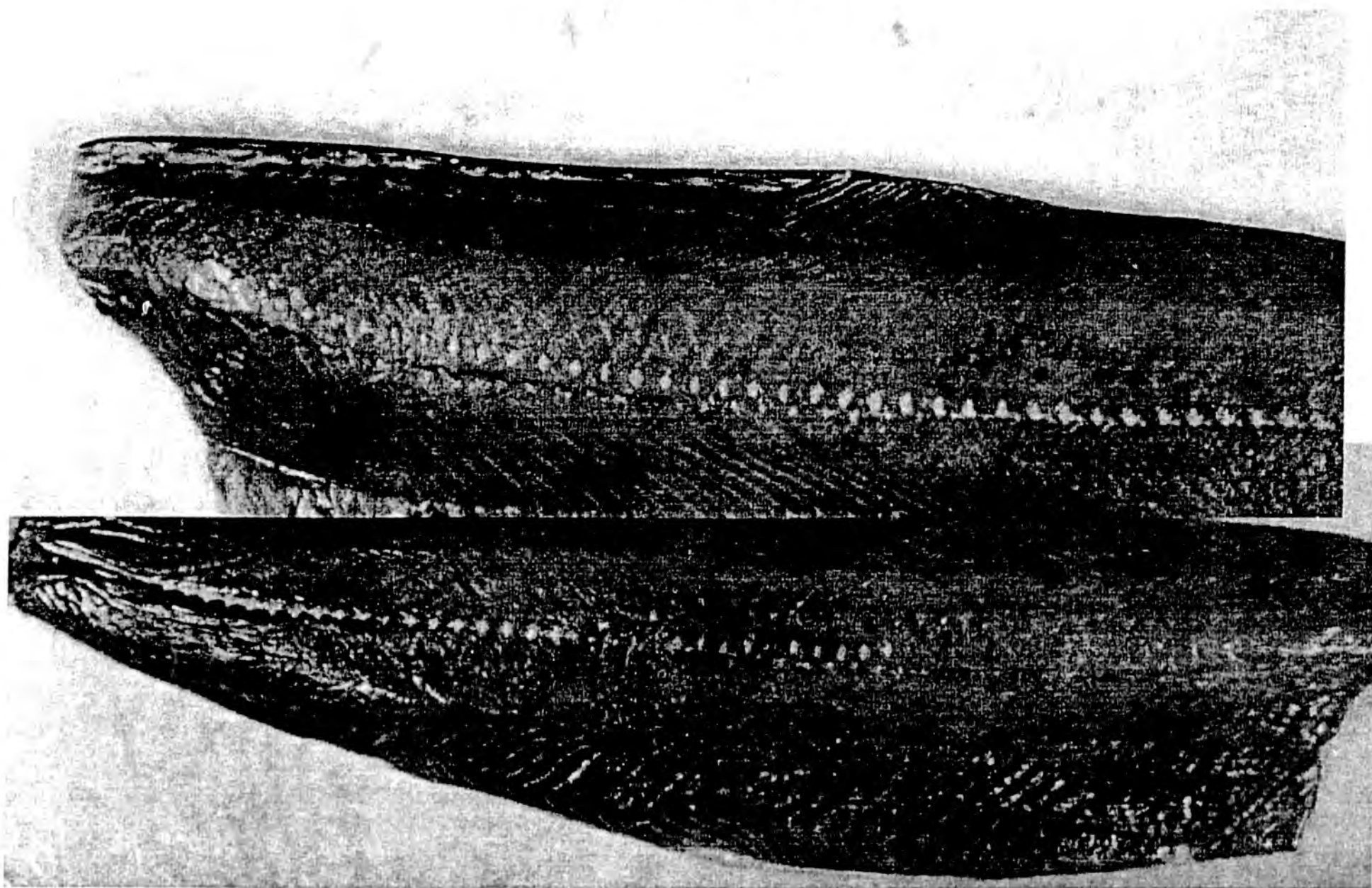
Gaping



Brusing



Blood spots



Setting Standards
For quality can be
more region/mrkt
specific and much
less restrictive than
mandating how an
industry gets to those
standards.

Other food group example

Washington Apples

- we need quality standards based on species, product, market and region.

- Generic marketing and promotion entity: Washington Apple Commission; operates on a mandatory assessment per box of apples packed
- Washington Horticultural Association (industry) “Grading and Packing Committee” sets standards, grades and criteria. Standards are codified. Committee can also set “pick” dates. Apple producers **MUST** conform to these standards or cannot market as “Washington Apples”
- Government (Washington Dept AG) does inspections using Committee standards and criteria. AG funding from general funds established by Legislature

Rationale

- Strong competition from Chile, New Zealand, Australia
- “Consistency” issue
- Retail consolidation was mentioned-fewer actual retail customers = need for greater quality assurance

Compliance

- Producers who do not comply can be cited by Dept Ag; subject to fines and “cease and desist”
- Product must meet criteria for sweetness, size, “hardness” etc. Below minimum standard may not be marketed in “fresh” market. Such product gets designated to other product streams e.g. juice.

Option 1

Mandatory Chilling

Minimal Level Option - Chilling is the single most important thing Alaska can do.

- Authority already exists with ADEC (statutes in place from which to promulgate a regulation that prevents processors from purchasing fish that are not chilled).
ADEC would likely incur little additional burden for a “chilling only” requirement.
–No need to go to legislature for statutory authority

Chilling reduces frequency of gaping, and increases shelf life available to buyers and the “down-chain” recipients

Anecdotal observation from Processor X on Bristol Bay sockeye:

- 66% of fish from chilled boats are No. 1's.
- 33% of fish from dry (no refrigeration system at all) boats are No. 1's.

Gaping index- an attempt to
quantify severity of gaping

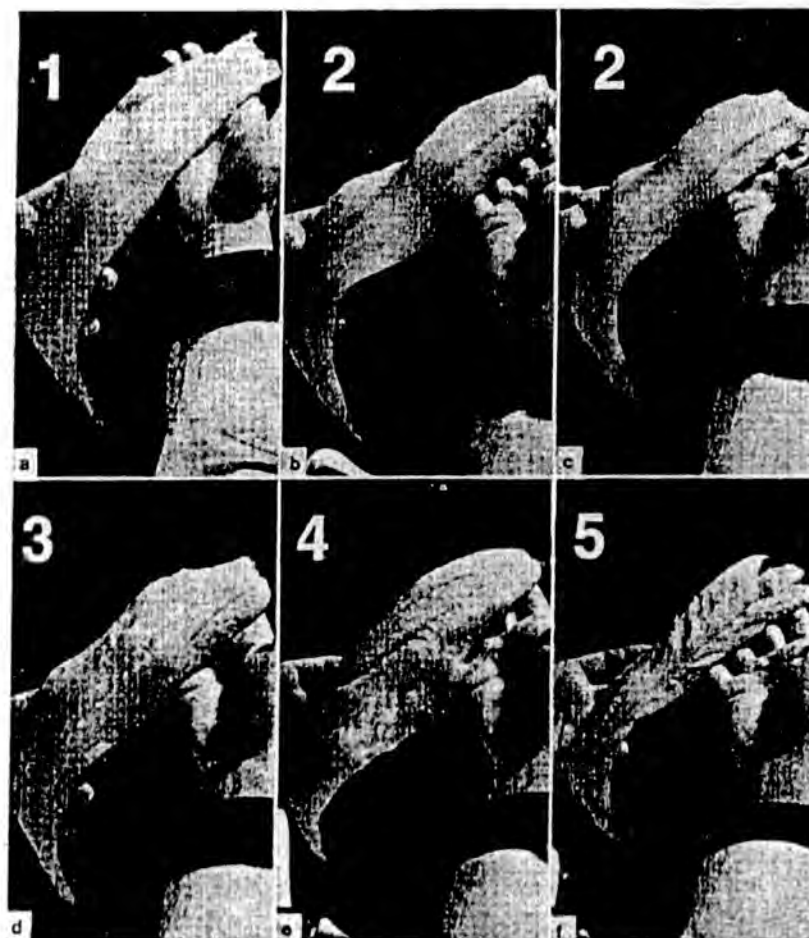
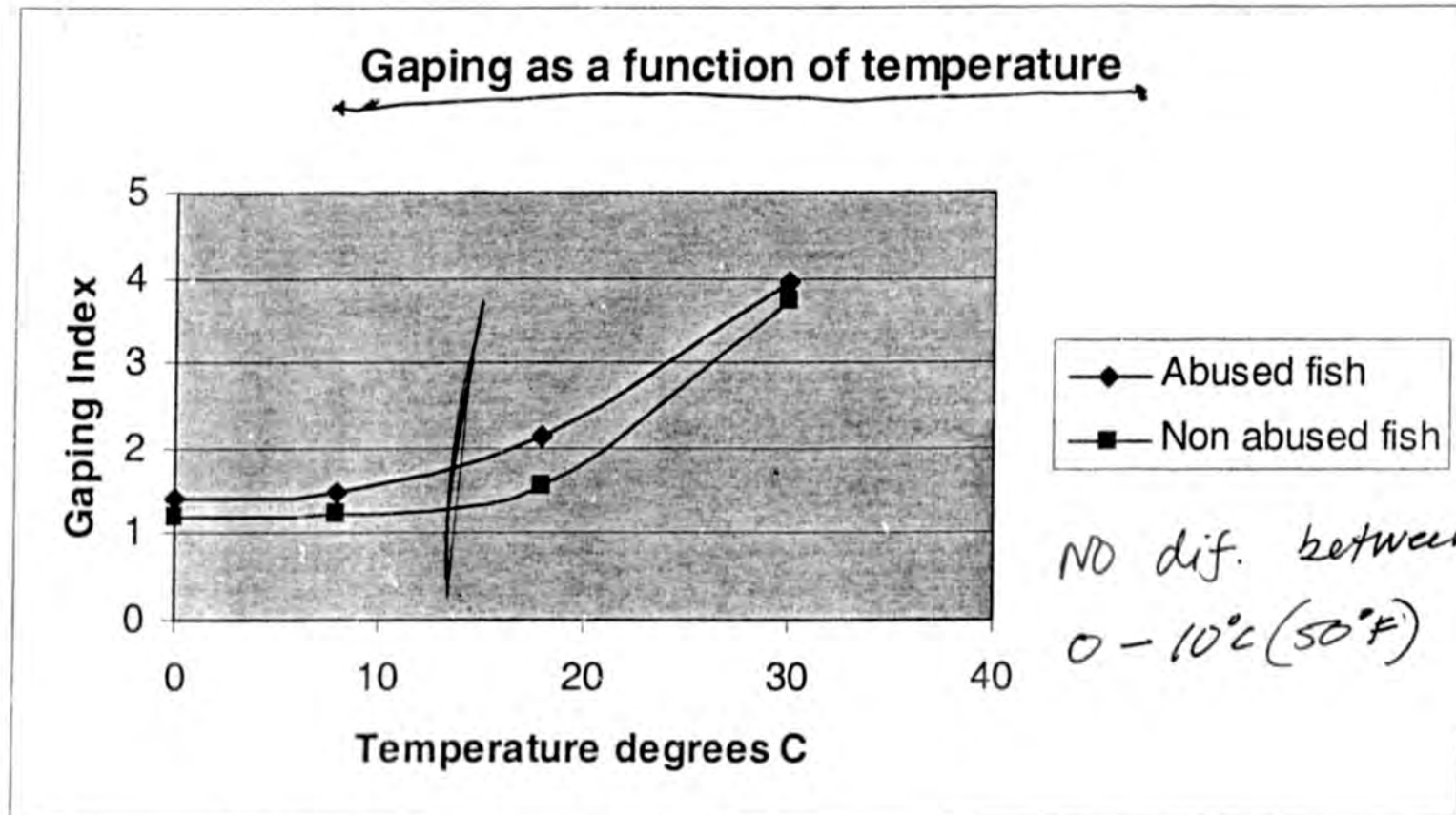


PLATE 1. Degrees of gaping in fillets made from cod frozen whole (gutted), thawed and filleted. The subjective scale of 0 to 5 is based on these pictures, each of which represents a point on the scale.

(Facing p. 42)

picture e is the poor one

Pink Salmon



- Fresh fish held 24 hours at 4 different temperatures
- Abused fish = fish simulated “rough handling”
- Non abused = carefully handled
- Sample size = 40 fish; data points are averages; variation around averages is greater in “abused fish”

Chilling maintains shelf life*

- Holding salmon for 12 hours at 50F results in 2 full days loss of shelf life
- Under ideal conditions (32F), shelf life is only 12 days maximum
- True for frozen salmon. The clock starts ticking again as soon as it is slacked out.

**Care & Handling of Salmon: The Key to Quality, John Doyle*

Shelf life loss as a function of temperature

Care & Handling of Salmon: The Key to Quality, John Doyle, 1995

Table 1. Relative rates of spoilage and loss of equivalent days on ice for different temperatures and times*

Temperature		Relative rate of spoilage	Equivalent days on ice with time	
°C	°F		12 hrs.	24 hrs.
-2.00	28.40	0.64	0.32	0.64
0.00	32.00	1.00	0.50	1.00
2.00	35.60	1.44	0.72	1.44
4.00	39.20	1.96	0.98	1.96
6.00	42.80	2.56	1.28	2.56
8.00	46.40	3.24	1.62	3.24
10.00	50.00	4.00	2.00	4.00
12.00	53.60	4.84	2.42	4.84
15.00	59.00	6.25	3.12	6.25

* Equivalent days on ice computations were carried out to three places for mathematical accuracy only. Because of biological variability within a species, numbers are meaningful only to one place past the decimal point. For example, if a fish is held a 50°F (10°C) for 24 hours, $r = 4$ means 4 days of shelf life are used in 24 hours; 2 days are used in 12 hours.

How do we define chilling?

1. Simplest and easiest for everyone is iced, in CSW, or RSW, or less than X degrees (some form of absolute requirement).
2. Time\temperature matrix: Within X hours after harvest, temperature cannot exceed Y degrees.
 - To accommodate various fishing techniques
 - Much harder to enforce
 - If a salmon goes through rigor mortis at ambient temperature, the frequency of defects is increased

Canadian Example

“Fish while on board a vessel used for fishing shall be preserved by the use of finely divided ice sufficient to reduce and hold the temperature at 4C (39.2F) or lower...”

(Section 8, Schedule III, federal fish inspection regulations)

Option 1 Recommendations

RECOMMENDATION:

Salmon shall be held at 39F or lower.

Discussion Points:

How can burden be spread out evenly?

What about price? No chilling bonus? Prices equivalent to historical chilling bonus for everyone?

What about setnetters? AYK fishermen?

Is it possible to lower ambient temperature by delivery time?

Alaska Quality Seal

- Present situation: There is no official Alaska quality seal
- There are individual programs with quality seals

*What
are the
individual
quality seal programs.*

Option 2

Mandatory chilling plus voluntary certification for an Alaska quality seal

- Certification could come from 3rd party certifier
- Certification on defined criteria (e.g., ASMI Salmon Quality Specifications and Grades)
- Product with seal would be on “A List” for ASMI promotions - given preference

Option 2 Models for 3rd Party Quality Certification

Chilean Farmed Salmon

Ireland Farmed Salmon

Shetland Islands Farmed Salmon

Copper River Salmon Producers
Association (CRSPA) - Alaska

Arctic Keta Alaska Salmon

Option 2 Recommendation

Third party certification program must have a common set of standards to qualify for the seal rather than a hodge-podge of requirements.

Observation: Option 2 will have greater impact on market than just Option 1 (chilling only) because of the seal.

Option 3

Government based mandatory standards, practices, grades

- Example: USDA inspected beef grades “Choice”, “Prime”, USDC “Grade A”
- Requires full ADEC oversight and enforcement and is not their preferred option

Option 3 could include:

- Handling practices
- Time boundaries for delivery and processing
- Brail bag weight limits
- Vessel hold inspections
- Processor/tender requirements
- ADF&G and Board of Fish management for quality
- Product could be “Alaska Certified Quality” with a seal dispensed by the State of Alaska

Option 3 Recommendations

- If Options 1 and 2 fail to achieve desired results, go to #3.
- Option 3 could be phased in over several years.
- Note: These types of comprehensive regulations have been enacted by nations to protect their resource, or reverse a downward slide (Iceland, Canada).

Summary of Options

- Option 1: Mandatory Chilling
- Option 2: Mandatory chilling plus voluntary certification by third party of a standard set of quality specifications. Participants eligible for Alaska quality seal.
- [• Option 3:] Comprehensive quality program with full ADEC oversight and enforcement. All products that meet the law can use State of Alaska quality seal.

Comprehensive quality management systems are coming trend

- International competition in salmon production is utilizing comprehensive preventative (HACCP based) or 3rd party certification systems
- Absence of preventative comprehensive quality control system makes detection of internal defects in h&g or whole fish commodity products difficult to detect-little assurance for buyers
- In today's salmon market, quality control, especially in whole fish commodity must be more than an individual grading at the end of the production line in order to provide buyers with the assurance they have become accustomed to