

SCOMM

65:15

HOUSE SPECIAL COMMITTEE ON FOREIGN TRADE

March 30, 1989

12:00 p.m.

MEMBERS PRESENT

Rep. George Jacko4
Rep. Mike Davis
Rep. Cliff Davidson
Rep. Johnny Willis
Rep. Virginia Collins
Rep. Bill Hudson

MEMBER ABSENT

Rep. Bette Cato

COMMITTEE CALENDER

HJR 27: Relating to compensation for high seas salmon interception.

A presentation by Christie Choko Gissberg on Japanese business protocol.

FLOOR/PREVIOUS ACTION

BILL: HJR 27

PRIME SPONSOR: ZAWACKI

CO-SPONSOR: HANLEY, LEMAN, HUDSON, COLLINS, BOUCHER, SHARP,
SWACKHAMMER, MILLER, MARTIN, TAYLOR, FURNACE,
RIEGER

JRN-DATE	JRN-PG		ACTION
02/17/89	00373	(H)	READ THE FIRST TIME/REFERRAL(S)
02/17/89	00373	(H)	FOREIGN TRADE, RESOURCES
02/21/89	00414	(H)	CO-SPONSOR ADDED: LEMAN
02/23/89	00440	(H)	CO-SPONSORS ADDED: HUDSON, COLLINS
02/27/89	00474	(H)	CO-SPONSOR ADDED: BOUCHER, SHARP
03/01/89	00498	(H)	CO-SPONSOR ADDED: SWACKHAMMER
03/17/89	00666	(H)	CO-SPONSOR ADDED: MILLER
03/20/89	00696	(H)	CO-SPONSOR ADDED: MARTIN
03/21/89	00714	(H)	CO-SPONSOR ADDED: TAYLOR
03/28/89	00774	(H)	CO-SPONSOR ADDED: FURNACE

WITNESS REGISTER

Christie Choko Gissberg
Bill Ray Center
1108 F Street
Juneau, AK 99801
Phone: 789-4402

ACTION NARRATIVE

TAPE 4, SIDE 1
Number 000

The meeting was called to order by Chairman Jacko at 12:07 p.m. Members present were Representatives Davidson, Ellis, Davis, Cato, and Collins. Rep. Hudson was absent.

Chairman Jacko opened the meeting by announcing that one resolution was on the calender along with a presentation of Japanese business protocol by Christie Gissburg.

HJR 27, sponsored by Rep. Zawacki, an act relating to high seas interception of salmon, was first on the agenda.

Rep. Zawacki: It is a continuing concern to all Alaskans to conserve the state's fisheries. HJR 27 asks the President of the United States to bring in action in front of the appropriate international tribunal for recovery of damages and income loss to the commercial fishermen of Alaska, which is a consequence of illegal high seas interception of Alaska salmon.

Rep. Zawacki: Secondly, the President is asked to renegotiate agreements with Japan and Korea, and to negotiate a treaty with Tiawan (which presently doesn't exist) to provide procedures whereby the state can recover damages from high seas interception. Finally, Congress is asked to establish a fund to reimburse Alaska fishermen and the state of Alaska for loss of income. The fund is to be financed by a tariff on fisheries products, originating in those nations whose fishermen are intercepting Alaska salmon on the high seas.

Rep. Zawacki: Since most of the West Coast states are being affected by high seas interception, it is important that they be notified. The SEA COPS organization estimates that in Southeast Alaska over twenty-five million dollars was lost to fishermen, eight million to processer employees, and fifty-four million to processers themselves. The State Department actually arrested two fish brokers who had contracts for twenty-four million dollars to produce salmon that had been illegally caught in the high seas.

Rep. Zawacki: The state of Alaska has known for years of high seas interception of salmon, yet it has not been reimbursed for any stolen fish.

Number 0109

Chairman Jacko asked if this resolution might be raising the hopes of fishermen, in that they might expect future compensation when none may be available. Rep. Zawacki replied that the Alaskan Congressional Delegation was in favor of the resolution and would promote the idea.

Number 0129

Rep. Davis: We need to be careful how legislation is phrased. We need to consider existing treaties. Rep. Davis would like the Dept. of Fish and Game to speak on HJR 27.

Number 0170

Rep. Hudson: At a minimum, HJR 27 would send a message to future international treaties. He spoke in favor of HJR 27.

Number 0127

Rep. Zawacki: The federal government has confiscated and documented vessels on the high seas. This resolution is similiar to a previous one that was passed by both houses and forwarded to Congress. It is time that Alaska be compensated for known and future losses.

Number 0230

Dave Harrision, Legislative Aide to Rep. Zawacki: We need to tell foreign fishing fleets that Western Alaska has been damaged. We must tell the world that it is wrong to steal Alaskan fish on the high seas.

Number 0266

Dean Paddock, Excutive Director of the Bristol Bay Fishermen's Association, stated he was authorized to speak on behalf of The Western Alaskan Cooperative Marketing Association, the Independent Fisherman Marketing Association, and the Bristol Bay Herring Cooperative. Mr. Paddock spoke in favor of the resolution and views the effort as a totally non-partisan issue. Compensation is not as important as sending out the message that American fishermen are weary of being taken advantage of.

Number 0368

Rep. Hudson moved that HJR 27 be moved out of committee with individual recommendations.

Number 0384

Ms. Christie Choko Gissburg began her presentation on Japanese business protocol.

Ms. Gissburg: It is essential in doing business with the Japanese to understand Japanese culture. Most American business people believe that the Japanese business person embraces western standards in business transactions. However, this is not so. The Japanese remain firmly committed to their culture and this presents problems when dealing with foreigners. Although Japan leads the world in international trade, Japanese business people are far from modern.

Ms. Gissburg: The Japanese people are famous for group loyalty. It is so firmly established that it is the subject of a famous proverb - you don't have to fear a red light if everyone crosses at once. There exists many opinions as to why the Japanese are so group organized. Ms. Gissburg believes that thousands of years of rice farming may have contributed to this. With no machinery, and each rice plant having to be planted individually in the rainy season, it required much cooperation between family and friends. Selfishness could not be tolerated if the effort was to succeed. The power of the group was far and above that of the individual.

Ms. Gissburg: The Japanese businessman employs the same work ethic. No new ideas are used until they are informally tested on other members of the group. As long as the company prospers, then everyone succeeds. Americans are too obsessed with individual achievement. For the Japanese, the group is connected to the company. Government bureaucrats have a direct line for special appointments to companies when they retire from their government job. It is like the owner of the company is the father, the union officials are mothers, and the employees are in the role of the children. In any case, there is no doubt that a Japanese company is like a family.

Ms. Gissburg: Outside of their groups, Japanese people are not friendly. Family, colleagues, and groups offer enough support and friendship. No more group relationships are necessary. It is possible to ignore one who is not a member of a group. Japanese are not talkative. They believe in the proverb, silence is golden. This keeps peace and avoids arguments. This fear of not causing

trouble can prevent businessmen from not speaking up at meetings. However, outside the group they can become talkative and even gossipy.

Ms. Gissburg: Because Japanese people don't like to show disagreement, yes can mean no. The Japanese businessman will say he is busy when he actually means no. To say yes is to say it without meaning. Another Japanese custom is to always go out after a business meeting for a few drinks to find out if that yes was really a no. Most Japanese decision making is made after hours, when the real negotiating begins.

Ms. Gissburg: The Japanese businessman needs consensus. It takes at least four or five business meetings to begin to think of making a decision. Never use a negative word. The slightest use of a negative word will end a conversation. A personal relationship is very valuable to the Japanese. The American businessman may need to use an intermediary to establish a personal or business relationship.

Ms. Gissburg: Dressing properly is very important. Shirts must be dry cleaned and pants pressed. Merchandise must have the same quality and care to be attractive to the Japanese consumer.

Number 0800

Rep. Collins: What role do women play in the Japanese business world?

Ms. Gissburg: American business women are well respected. The Japanese realize that in order for the American business woman to succeed, she must be very qualified. However, women must always pay homage to Japanese customs. Don't be overly aggressive, and always walk two steps behind male leaders.

Number 0878

Rep. Hudson: Are there training centers in Japan that specialize in business protocol for foreigners.

Ms. Gissburg: There are many available.

Number 0910

Chairman Jacko: Do the Japanese treat aboriginal Alaskans preferentially?

Ms. Gissburg: Yes, as long as they have an appropriate title. One's business card is most essential. You cannot

go to Japan without an appropriate title. It does not matter who you are, what you are is more important. If aboriginal Alaskans respect these customs, then because of similarities he will be treated preferentially.

Number 0940

Rep. Ellis: What do Japanese tourists expect when they come to Alaska?

Ms. Gissburg: Japanese tourists realize that Alaska does not have well developed accommodations. The Japanese people place great importance on souvenirs. The general feeling is that Alaska does not have sophisticated souvenirs and this is very disappointing to the Japanese tourist.

Chairman Jacko adjourned the meeting at 1:15 p.m.

Foreign Trade Centre
3-30-89

Davis - Wants A.D.F.G. speak to
the resolution before it
moves on. Questions
whether there are "treaties
and agreements"



Bristol Bay District
~~Western~~ AK Cooperative

Christie Gissberg:

- > Business Cards
- > Titles is most important - who you are means nothing; what you are means everything
- > Silence is golden
- > Don't speak to strangers, even other Jpn.
- > Family / Group oriented - cooperative rice farming
- > Yes means no; no means yes
- > Quick answers not possible - need to build consensus - 4, 5 meetings required
- > Never say "no" or be negative in any way
- > Say - "got good possibility; we can certainly think about it as we continue to work together."
- > Need Jpn connections - personal arrangements mandatory, even if only through an intermediary
- > Alaskans don't dress properly
- > nice suits, shoes, dry-cleaned suits
- > "I don't care, I'm from Alaska" doesn't work.
- > 1st mtg only held to set up 2nd mtg

- > Jpns come in to mtgs exceptionally well-prepared
Use lots of experts - might be able to
write a PhD thesis on the subj at hand
- > Distribution system
Jpns mktg based on many middlemen;
for several hundred years. Cannot
be abrogated because people are comfortable
w/ system. A marketer would be screwed if he cooperates
w/ a price cutter - too many people lose jobs.
- > Quality most important; price is secondary
must be weighed & packaged to Jpn. stds. ✓
- > Akns have trouble ~~to~~ ~~from~~ our fish
piled up & frozen can't compete w/
~~hand~~ individual handling by Norway et al
- > Women → Sex not important, but
demeanor is. Conservative
dress, feminine behavior.
Aggressive Harvard Business
School behavior won't work.
Very old fashioned outlook,
Would apply even to a
female heading a delegation
- > Many companies provide ten training
Crisberg speaks of.

> Alaska Souvenirs Not classy enough
for Jens. They love to buy - we have
none. Unsophisticated - also must be
packaged better

Wedding presents - couple gets \$ for
wedding presents -
will spend 50%
of it on souvenirs
from honeymoon
will buy 10, 20, 50
of the same thing
if it meets their standards

SPECIAL COMMITTEE ON FOREIGN TRADE
MARCH 30, 1989
12:00

MEMBERS PRESENT:

REP. GEORGE JACKO
REP. MIKE DAVIS
REP. CLIFF DAVIDSON
REP. JOHNNY ELLIS
REP. VIRGINIA COLLINS
REP. BILL HUDSON

MEMBER ABSENT:

REP. BETTE CATO

COMMITTEE CALENDER:

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Rep. Jacko adjourned the meeting at 1:15 p.m.

HOUSE SPECIAL COMMITTEE ON FOREIGN TRADE

- (1) CALL MEETING TO ORDER
- (2) NOTE MONTH, DAY AND YEAR *March 20*
- (3) NOTE TIME OF DAY *12*
- (4) NOTE MEMBERS PRESENT AND EXCUSED, AND ANY OTHER *Rep Collins* LEGISLATORS PRESENT
- (5) TODAY'S CALENDAR

WE ONLY HAVE ONE ITEM OF LEGISLATIVE BUSINESS SCHEDULED TODAY, AND THAT'S HJR 27, RELATING TO COMPENSATION FOR HIGH SEAS SALMON INTERCEPTIONS. I HOPE WE CAN DEAL WITH IT FAIRLY QUICKLY SO WE CAN GET ON TO THE PRESENTATION BY MS. GISSBERG. IF IT BEGINS TO RUN TOO LONG, WE'LL NEED TO HOLD IT OVER.

- (6) (IF ZAWACKI OR HANLEY AREN'T IN THE ROOM) ASK IF THERE IS ANYBODY PRESENT TO TESTIFY ON BEHALF OF HJR 27.
- (7) INTRODUCE GISSBERG....

I MUST ADMIT I ONLY KNOW TWO THINGS ABOUT CHRISTIE CHOKO GISSBERG, AND THAT IS THAT SHE'S MIKE DAVIS'S JAPANESE LANGUAGE TEACHER AND SOMETHING OF AN EXPERT ON THE SOCIAL AND BUSINESS CUSTOMS OF JAPAN. I HOPE WE'LL ALL LEARN A LITTLE MORE ABOUT HER TODAY, AND I WANT TO THANK HER FOR TAKING THE TIME TO SHARE WITH US SOME OF HER KNOWLEDGE ABOUT DOING BUSINESS WITH THE JAPANESE. WE APPRECIATE IT, AND I KNOW WE'RE ALL LOOKING FORWARD TO YOUR PRESENTATION.....

MAR 8 1989

AK TOURISM JNU
REFILE ANC AHG

RE TO TX 45331"
POM 08008 ANCHORAGE ALASKA 15 02-27 1130A AST
PMS REP GEORGE JACKO
POUCH V
JUNEAU AK 99811

BRISTOL BAY NATIVE CORPORATION SUPPORTS THE ADOPTION OF HOUSE
RESOLUTION #27.

DONALD F. NIELSEN, EXECUTIVE VICE PRESIDENT
BRISTOL BAY NATIVE CORPORATION
800 CORDOVA, SUITE #2
ANCHORAGE, ALASKA 99501

REFILE ANC AHG

AK TOURISM JNU
))))
TOD FEB 27 89

1 IN THE HOUSE

BY ZAWACKI AND HANLEY

2

HOUSE JOINT RESOLUTION NO. 27

3

IN THE LEGISLATURE OF THE STATE OF ALASKA

4

SIXTEENTH LEGISLATURE - FIRST SESSION

5

Relating to compensation for lost reve-

6

nue and income caused by high seas

7

interceptions of Alaskan salmon.

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

9

WHEREAS salmon are the mainstay of the Alaska fishing industry and are

10

the primary source of income for Alaska fishermen; and

11

WHEREAS the Alaska salmon fishery is a direct and indirect source of

12

revenue for the State of Alaska; and

13

WHEREAS salmon constitute the primary economic base of many coastal

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and river communities of the state and are the principal component of the

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subsistence economy of most villages in the state; and

16

WHEREAS the Yukon-Kuskokwim region of western Alaska is one of the

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most economically disadvantaged areas of the United States where commer-

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cial fishing is the single most important source of cash income, yet

19

produces an average of less than \$7,000 per fisherman per year; and

20

WHEREAS poor salmon runs in Southeast Alaska and the Kvichak River of

21

Bristol Bay in 1988 and the increased incidence of net marked salmon in

22

Southeast Alaska and Bristol Bay have focused attention on the high seas

23

interception of Alaska salmon; and

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WHEREAS Japan, South Korea, and Taiwan conduct major high seas fisher-

25

ies for squid, groundfish, and other types of fish and these fisheries

26

intercept salmon from Alaska and other Pacific Coast states; and

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WHEREAS it is estimated that the Japanese land-based and mothership

28

fleets alone could be intercepting as many as 2,000,000 salmon each year;

29

and

1 WHEREAS there have been recurring reports of large quantities of
2 illegally harvested salmon being sold in Europe and Asia; and

3 WHEREAS the National Marine Fisheries Service has concluded that an
4 enormous volume of salmon caught by foreign fishermen is being sold on
5 European markets; and

6 WHEREAS the illegal harvest and sale of Alaska salmon by foreign
7 fishing fleets are undercutting international sales of salmon by Alaska
8 fishermen and are having significant adverse economic effects on residents
9 of Alaska; and

10 WHEREAS the fishermen of Alaska cannot afford the direct loss of
11 salmon destined for Alaska fisheries and the indirect loss of income due to
12 unfair competition from the illegal sale of salmon that Alaska fishermen
13 otherwise would have caught; and

14 WHEREAS the State of Alaska cannot afford the loss of revenue it
15 derives from the salmon fishery and the increased cost of social services
16 to economically depressed salmon fishing communities; and

17 WHEREAS illegal high seas interceptions of Alaska salmon deprive the
18 State of Alaska of an economic return on its substantial investment in the
19 state's fishing and processing industries; and

20 WHEREAS it is difficult for individual fishermen or the State of
21 Alaska, without the cooperation of the federal government, to obtain com-
22 pensation for the loss of the Alaska salmon resource caused by foreign high
23 seas fishing fleets; and

24 WHEREAS customary international law recognizes that all nations have a
25 duty to cooperate in conserving salmon stocks on the high seas; and

26 WHEREAS the federal government has an obligation to protect the inter-
27 ests of its citizens and the states from the illegal actions of foreign
28 nations and citizens of those nations;

29 BE IT RESOLVED that the Alaska State Legislature respectfully requests

1 the President of the United States to bring an action before the appropri-
2 ate international tribunal for recovery of damages on behalf of the State
3 of Alaska and the fishermen of Alaska for revenue and income lost as a
4 consequence of the illegal high seas interception of Alaska salmon; and be
5 it

6 FURTHER RESOLVED that the Alaska State Legislature respectfully re-
7 quests the President of the United States to renegotiate existing fishery
8 treaties and agreements with Japan, South Korea, and Taiwan to provide
9 procedures whereby individual fishermen, fishermen's associations, and the
10 states may recover damages from foreign fishing companies for income and
11 revenue lost due to high seas interception of salmon in violation of the
12 treaty or agreement; and be it

13 FURTHER RESOLVED that the Alaska State Legislature respectfully re-
14 quests the Congress to establish a fund to reimburse Alaska fishermen and
15 the State of Alaska for the income and revenue lost by the high seas inter-
16 ception of Alaska salmon and that the fund be financed by a tariff on
17 fishery products originating in those nations whose fishermen are inter-
18 cepting Alaska salmon on the high seas.

19 COPIES of this resolution shall be sent to the Honorable George Bush,
20 President of the United States; the Honorable Dan Quayle, Vice-President of
21 the United States and President of the U.S. Senate; the Honorable James A.
22 Baker, III, U.S. Secretary of State; the Honorable Robert Mosbacher, U.S.
23 Secretary of Commerce; the Honorable Jim Wright, Speaker of the U.S. House
24 of Representatives; the Honorable George Deukmejian, Governor of the State
25 of California; the Honorable Leo T. McCarthy, President of the Senate of
26 the State of California; the Honorable Willie Lewis Brown, Jr., Speaker of
27 the Assembly of the State of California; the Honorable Cecil D. Andrus,
28 Governor of the State of Idaho; the Honorable C. L. Otter, President of the
29 Senate of the State of Idaho; the Honorable Tom Boyd, Speaker of the House

1 of Representatives of the State of Idaho; the Honorable Neil Goldschmidt,
2 Governor of the State of Oregon; the Honorable John Kitzhaber, President of
3 the Senate of the State of Oregon; the Honorable Vera Katz, Speaker of the
4 House of Representatives of the State of Oregon; the Honorable Booth
5 Gardner, Governor of the State of Washington; the Honorable Joel Pritchard,
6 President of the Senate of the State of Washington; the Honorable Joseph E.
7 King, Speaker of the House of Representatives of the State of Washington;
8 and to the Honorable Ted Stevens and the Honorable Frank Murkowski, U.S.
9 Senators, and the Honorable Don Young, U.S. Representative, members of the
10 Alaska delegation in Congress.

STATE OF ALASKA
1989 LEGISLATIVE SESSION

BILL VERSION: HJR 27
PUBLISH DATE: 2/17/89

FISCAL NOTE

REQUEST:

Revision Date: _____
Title: Compensation for lost revenue and
income caused by high seas interception
Sponsor: Zawacki and Hanley
Requestor: HSCFT&R

Agency Affected: Revenue
BRU: Income & Excise Audit
Components: Operating

EXPENDITURES/REVENUES: (Thousands of Dollars)

	FY 90	FY 91	FY 92	FY 93	FY 94	FY 95
OPERATING						
PERSONAL SERVICES	0	0	0	0	0	0
TRAVEL	0	0	0	0	0	0
CONTRACTUAL	0	0	0	0	0	0
SUPPLIES	0	0	0	0	0	0
EQUIPMENT	0	0	0	0	0	0
LANDS & STRUCTURES	0	0	0	0	0	0
GRANTS, CLAIMS	0	0	0	0	0	0
MISCELLANEOUS	0	0	0	0	0	0
TOTAL OPERATING	0	0	0	0	0	0
CAPITAL	0	0	0	0	0	0
REVENUE	-	-	-	-	-	-

FUNDING: (Thousands of Dollars)

GENERAL FUND	0	0	0	0	0	0
FEDERAL FUNDS	0	0	0	0	0	0
OTHER	0	0	0	0	0	0
TOTAL	0	0	0	0	0	0

POSITIONS:

FULL-TIME	0	0	0	0	0	0
PART-TIME	0	0	0	0	0	0
TEMPORARY	0	0	0	0	0	0

ANALYSIS: See attached page.

Prepared By: Steven E. Kettel
Division: Income and Excise Audit

Phone: (907) 465-2320
Date: March 30, 1989

Approved by Commissioner: Hugh Malone
Agency: Department of Revenue

Date: March 30, 1989

Distribution (by preparer):

Legislative Finance
Legislative Sponsor
Requestor
Office of Management and Budget
Impacted Agency(ies)

HJR 27
Prepared by:
Steven E. Kettel
Department of Revenue
March 30, 1989

SJR 27 estimates high seas interception of salmon at 2,000,000 fish. To determine the fish tax lost as a result of interception we have made the following assumptions:

- 1) 15% of the fish are Western Alaska Chinooks with an ex-vessel value of \$19.00 per fish.
- 2) 44% of the fish are Bristol Bay Sockeye with an ex-vessel value of \$4.60 per fish.
- 3) 3% of the fish are Western Alaska chums with an ex-vessel value of \$2.80 per fish.
- 4) 38% of the fish are Prince William Sound Coho with an ex-vessel value of \$8.50 per fish.
- 5) All fish are processed by floating processors which pay a 5% raw fish tax.
- 6) No estimate of salmon enhancement tax losses are considered for purposes of this analysis.

<u>Specie</u>	<u># of Fish</u>	<u>Value/Fish</u>	<u>Total Value</u>	<u>Tax(5%)</u>
Chinook	300,000	\$19.00	5,700,000	285,000
Sockeye	880,000	4.60	4,048,000	202,400
Chums	60,000	2.80	168,000	8,400
Coho	<u>760,000</u>	<u>8.50</u>	<u>6,460,000</u>	<u>323,000</u>
	2,000,000		16,376,000	818,800



700 Water Street—Upper
Ketchikan, Alaska 99901
Telephone (907) 225-8004
FAX: (907) 225-0169

Representative Jim Zawacki
Alaska State Legislature
PO Box Y, State Capitol
Juneau, AK 99811

March 29, 1989

ATTN: Dr. David Harrison

Dear Representative Zawacki:

On behalf of SEACOPS, I would like to express our strong support for House Joint Resolution No. 27 "Relating to Compensation for Lost Revenue and Income Caused by High Seas Interception of Alaska Salmon."

Our non-profit corporation is made up of over 1000 members representing not only commercial fishermen, but also the sports fishing and environmental communities. Public indignation over this high seas piracy is at a high level, but until the national government takes decisive action, our fishing community is going to continue to suffer serious economic loss. We are enclosing a partial copy of an economic report by the Economic Development Center of the University of Alaska-Southeast which estimates the 1988 loss in revenue to the pink salmon fishery of Southeast Alaska.

As an organization dedicated solely to eliminating high seas salmon/steelhead interception, we back this measure which is intended to alleviate any adverse economic impact.

We appreciate and support your efforts in dealing with this issue.

Sincerely,

Mark Tennant

Mark Tennant
Pres., SEACOPS

FILE COPY

**An Estimate of Lost Revenue to Fishermen,
Processor Employees and Processors
Due to the High Seas Interception
of Southeast Alaska's Pink Salmon**

Economic Development Center

UAS - Ketchikan

January 5, 1989

**S.E.A.C.O.P.S.
700 WATER STREET-UPPER
KETCHIKAN, ALASKA 99901
(907) 225-8004**

Summary

At the request of SEACOPS the following estimates of lost revenue due to high seas salmon interception were developed at the Economic Development Center, UAS-Ketchikan.

It is difficult to find a single measure of income from the Southeast Alaska salmon fishery (ex-vessel price for fish, wages to fishermen and processor employees, wholesale price for the processed fish, the processor's net income after production costs) with which to estimate the losses due to high seas salmon interception. Each one only tells part of the story and to add them together results in either mixing apples and oranges or counting the same dollar twice. For this report I have tried to estimate only two kinds of lost income: 1. The personal income to fishermen (crew shares) and to processor employees (wages) and 2. The net operating income (income after production costs have been subtracted) to boat owner/operators and processors.

To estimate the lost revenue, a hypothetical 1988 salmon season was constructed based on the salmon returns that had been predicted for Southeast Alaska by the Alaska Department of Fish & Game. This hypothetical season was then compared to the actual 1988 salmon season in Southeast Alaska. Estimates for the number and weight of salmon caught in Southeast Alaska in 1988 are from Alaska Department of Fish & Game (ADF&G) harvest estimates (as of 9/30/88). Ex-vessel

and wholesale prices for Southeast Alaska salmon are from the National Marine Fisheries Service's "Fishery Market News" with some adjustments based on interviews with Southeast Alaska fishermen and processors. Estimates of production and labor costs are from Southeast Alaska cannery and cold storage operators.

Apart from the difference between the number of salmon that actually returned and the number that were predicted there are three other variables that have been factored into the hypothetical season:

1. An increase in the amount of fishing time for seiners, drift gillnetters and trollers as a result of there being more pinks and cohos
2. An adjustment in the ex-vessel price (the price of the fish paid by the processor to the fisherman) of almost all salmon species due to the greater volume of fish harvested
3. An adjustment in the per unit wholesale value of the catch due to a greater volume of fish on the market.

With all of the above taken into account the revenue lost in the Southeast Alaska salmon fishery due to high seas salmon interception is estimated to be:

\$ 25.8 million to fishermen

\$ 7.7 million to processor employees

\$ 54.7 million to processors

In the process of preparing this report two significant future losses due to high seas interception surfaced: 1. Diminished future runs of chum and coho due to over fishing on the high seas and 2. Lost customers for canned and fresh salmon due to increases in price and a scarcity of product. Estimating these losses was beyond the scope of this report even though in time they will probably dwarf the losses that are estimated here.



UNITED STATES DEPARTMENT OF COMMERCE
National Oceanic and Atmospheric Administration
NATIONAL MARINE FISHERIES SERVICE

Auke Bay Laboratory
P. O. Box 210155, Auke Bay, Alaska 99821
907 789 6000
Western Union Telex II (TWX) 5101000492

February 14, 1989

Dr. Dave Harrison
c/o Rep. Jim Zawacki
Pouch V
Juneau, Ak 99811

Dear Dr. Harrison:

I am including estimates of salmon interceptions by the high seas salmon fisheries of Japan per your telephone request of this date. I estimated interceptions by the Japanese mothership fishery as follows:

Table 1.--Estimates of interceptions of North American salmon by the Japanese mothership salmon fishery in thousands of fish, 1980-1987.¹

Year	Sockeye	Chum	Pink	Coho	Chinook	Total
1980	885	39	8	164	582	1,678
1981	668	28	2	154	69	921
1982	523	38	8	288	85	942
1983	513	44	2	74	68	701
1984	632	40	15	196	68	951
1985	417	15	<1	32	52	510
1986	142	29	<1	16	47	235
1987 ²	134	26	<1	9	32	211

¹Source: Michael Dahlberg, NMFS, Auke Bay. April 27, 1988, Fredin, R.A., et al. 1977. Pacific Salmon and the high seas salmon fisheries of Japan. Proc. Rept. U.S. Dept. Comm. NOAA. Northwest and Alaska Fisheries Center. 324 pp. INPFC Documents 2489, 2607, 2739, 2866, 2988, 3132 and 3269. C. Harris, 1987, FRI, pers. comm.

²Preliminary

Estimates of interceptions by the Japanese landbased driftnet fishery were published in a paper by C. Harris; I include a copy of pertinent tables.

Sincerely,

Michael L. Dahlberg
Michael L. Dahlberg, Ph.D.
Mathematical Statistician



Table 14. Total catch and estimated catch of Western Alaska (including Canadian Yukon) chinook salmon (in thousands of fish) in Japanese high seas salmon gillnet fisheries, 1964-1988a,b

Year	Mothership		Landbased		Combined	
	Total Catch	W.AK Catch	Total Catch	W.AK Catch	Total Catch	W.AK Catch
1964	410	179	208	40	618	219
1965	185	106	102	20	287	126
1966	208	108	118	22	326	130
1967	128	71	115	22	243	93
1968	362	244	97	18	459	262
1969	554	367	88	17	642	384
1970	437	312	148	28	585	340
1971	206	132	139	27	345	159
1972	261	189	107	20	368	209
1973	119	56	165	31	284	87
1974	361	208	188	36	549	244
1975	162	108	137	20	299	407
1976	285	117	201	42	486	159
1977	93	55	146	31	239	86
1978	105	36	210	63	315	99
1979	126	69	160	45	286	114
1980	704	416	160	22	864	438
1981	88	30	190	55	278	85
1982	107	45	165	41	272	86
1983	87	31	178	44	265	75
1984	82	36	92	21	174	57
1985	66	25	101	22	167	47
1986	60	24	77	20 ^c	137	44 ^c
1987 ^d	39	20	77	NA ^e	116	NA ^e
1988	NA ^e	NA ^e	NA ^e	NA ^e	NA ^e	NA ^e

^a Sources: 1964-83: Rogers, Donald et al., 1984. Origins of chinook salmon in the area of Japanese Mothership Fisheries. Fisheries Research Institute, University of Washington. 215 pgs. 1984-1987 WA catch estimate for mothership fishery: Mike Dahlburg, National Marine Fisheries Service, Juneau, AK.

^b Western Alaska catches represent fish from Bristol Bay, Kuskokwim, Yukon River and Norton Sound areas.

^c From Rogers, Donald. April 1987. Interceptions of Yukon Salmon by High Seas Fisheries. Fishery Research Institute, University of Washington, 34 pp. Dahlburg, Michael T. (NMFS) reported 9/27/86 an estimate of 24,000 west AK chinook salmon intercepted by mothership fleet. The difference between these two estimates results in the estimate of 20,000 western AK chinooks intercepted in the landbased fishery for 1986.

^d Preliminary information.

^e Data not available.

RECENT DEVELOPMENTS

IN

SQUID DRIFTNET ENTANGLEMENT AND ASSESSMENT STUDIES

September, 1988

ROK SQUID DRIFTNET TALKS

A Korean delegation led by Mr. Sung-Hwan Ha, Director-General of the Fisheries Promotion Division, National Fisheries Administrations, Republic of Korea (ROK), met with a U.S. delegation at the Department of State from July 25-26 to initiate negotiations regarding Korea's high seas driftnet fisheries. The U.S. was led by Mr. Larry Snead, Director of the DOS Office of Fisheries Affairs, and include representatives from NOAA Fisheries, Depts. of State and Interior and the U.S. Coast Guard.

Pursuant to the Driftnet Impact Monitoring, Assessment and Control Act of 1987, the U.S. delegation addressed three separate issue areas with Korean counterparts: (1) an observer agreement to provide statistically reliable information on the impact of the Korean driftnet fishery upon the marine resources of the United States; (2) an enforcement agreement with particular emphasis on the control of fishing in areas where significant number of U.S. marine resources (particularly salmonids) may be taken; and (3) information requested from the ROK regarding the nature, extent, and effects of Korean driftnet fishing in the North Pacific Ocean on U.S. marine resources.

The Korean delegation expressed an understanding of these concerns and a desire to work together and meet these concerns. However, they offered strong resistance to both the scientific observer and enforcement proposals submitted by the U.S., preferring a self-regulation program based on voluntary measures.

1988 ROK OBSERVER PROGRAM

In contrast to the Japanese/U.S. observer agreement, the ROK/U.S. observer agreement proceeded as planned with the placement of one U.S. observer aboard a ROK commercial squid driftnet vessel this summer. The observer was transported to the fishing grounds via a Korean cargo vessel and transferred aboard the Oyang 53 on July 9, 1988. The ROK squid gillnet vessel, Oyang 53, one of the larger vessels in the ROK squid fishery, is 49 m long and displaces 430 gross tons. The vessel fished in an array with ten other vessels. Each day, nets were set in an east-west

orientation with vessels spaced two minutes of latitude apart.

Twenty-two gillnet operations were observed before the observer disembarked aboard a cargo vessel for the return trip home. Most of the operations were conducted in the area of 41°N latitude and 168°W longitude, which is the eastern portion of the ROK fishing grounds. Sea surface temperatures varied from $13-17^{\circ}\text{C}$. No salmon were observed.

The cruise was successfully completed without incident. The Koreans proved to be gracious hosts and were always helpful on land and on sea. The data are presently undergoing analysis and a cruise report which summarizes the catch data and reports on Korean fishing methods will be available for distribution soon.

COOPERATIVE RESEARCH UPDATE

Five U.S. scientists participated aboard three foreign research vessels this year. Two of the cruises, the Canadian and ROK, are now completed and the second leg of the Taiwanese cruise will be finished in October.

To date, gillnet fishing has been conducted at 46 fishing stations configured into ten meridional transects, with each transect bisecting the northern boundary of the squid regulatory area (Figure 1). In all transects with available sea surface temperature (SST) data, surface temperatures at the northern boundary were less than 15°C . West of the dateline, SST's of $10-11^{\circ}\text{C}$ were observed at 1.5 degrees latitude south of the northern boundary. These observations are consistent with those of the past two years; since the beginning of U.S. cooperative research efforts in 1986, vessel operations along the northern boundary of the squid fishing area have usually encountered SST's less than 15°C .

Only transects west of the dateline, however, encountered salmon within the squid fishing area. East of the dateline no salmon were caught, even though SST's were often less than 15°C . These observations are also consistent with previous research vessel data which show that salmonid incidence and catch rates within a particular SST interval vary considerably across the North Pacific Ocean and are highest in the western portion of the fishery.

HONOLULU WORKSHOP

The high-seas squid task sponsored a workshop in 1988 on the Biology, Oceanography, and Fisheries of the North Pacific Transition Zone. The purpose of the workshop was to review biological and oceanographic information pertinent to squid driftnet issues, and to develop ideas for a strategic plan which would guide the advisory committee and NOAA Fisheries in developing program plans for squid driftnet entanglement

research.

As a result of this workshop, a strategic plan has been drafted and is now undergoing peer review by workshop participants. The plan is intended to develop the main features of a 5-yr research program which will guide short- and long-term programming, scheduling and budgeting decisions. The strategic plan is also designed to provide a basis for a more detailed and specific operations plan consistent with funding constraints. This plan is currently under development and is scheduled for completion in late fall.

DRIFTNET LEGISLATION--IMPACT REPORT

The recently signed "Driftnet Impact Monitoring, Assessment and Control Act of 1987" (Title IV of Public law 100-220) has established a legal mandate for U.S. governmental actions regarding high seas squid driftnet fisheries which impact the "marine resources of the United States". This legislation requires, inter alia, the U.S. government to:

- (1) negotiate with the driftnet nations for the purpose of entering into agreements for the statistically reliable cooperative monitoring and assessment of the number of marine resources killed by driftnet fisheries;
- (2) conduct an assessment of the "nature, extent, and effects" of the driftnet fishery on the marine resources;
- (3) request foreign governments engaged in driftnet fishing to provide various information essential to the assessment; and
- (4) report to Congress on the outcome of the negotiations, the results of the driftnet fishery assessment, and the adequacy and reliability of the information provided by the foreign governments.

The squid advisory committee is currently analyzing catch data from the squid driftnet area and will begin drafting this report soon. Since little direct observations on incidental catches are available, the impact analyses will heavily rely upon 1982-88 research vessel data.

CALENDAR

- OCT 25-NOV 4: INPFC annual meeting in Tokyo.
- NOV 5-8: U.S./Taiwan bilateral meeting on the Assessment of North Pacific Resources (Taipei).
- NOV 9-12: U.S./ROK bilateral meeting on the Assessment of North Pacific Resources (Pusan).
- DEC 1: Due date of impact report

PUBLICATIONS

Ignell, S.E. 1988. Zonal Variability in salmonid catch rates from research vessels operations within the North Pacific squid driftnet fishery area. (Document submitted to the annual meeting of the Int. N. Pac. Fish. Comm., Tokyo, Japan, November 1988.) 16 pp. Northwest and Alaska Fisheries Center, Nat. Mar. Fish. Serv., Nat. Oceanic Atmos. Admin., Auke Bay Laboratory, P.O. Box 210155, Auke Bay, AK 99821.

The Squid driftnet Entanglement and Assessment Studies is a national program formed to address scientific issues pertaining to impacts of high-seas squid driftnet fisheries in the North Pacific Ocean. Oversight of the program is provided by an advisory committee comprised of scientists from the Northwest and Alaska Fisheries Center (NWAFC) and the Southwest Fisheries Center (SWFC).

Advisory Committee

Jim Coe (NWAFC)
Michael Dahlberg (NWAFC)
Linda Jones (NWAFC)

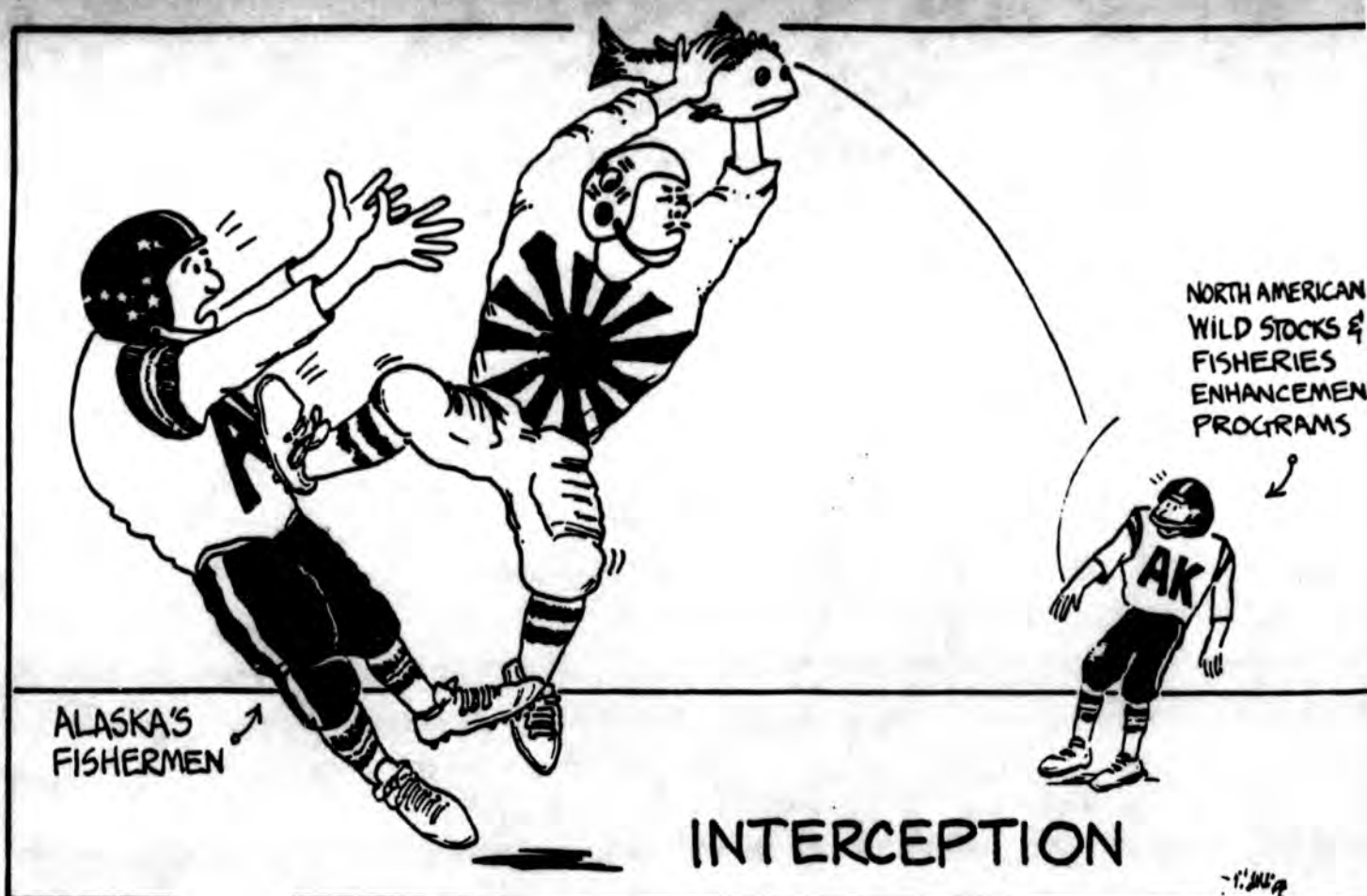
Steve Ignell (NWAFC)
Low L. Low (NWAFC)
Jerry Wetherall (SWFC)

For further information contact one of the following:

Dr. Richard Berry
Sci. and Res. Dir.
Northwest Region
7600 Sand Pt. Way NE
Seattle, WA 98115

Dr. William Aron
Sci. and Res. Dir.
Alaska Region
7600 Sand Pt. Way NE
Seattle, WA 98115

Dr. Isadore Barrett
Sci. and Res. Dir.
Southwest Region
P.O. Box 271
La Jolla, CA 92038



RECAP

Salmon Sleuths Uncover Massive High-Seas Harvest

by John van Amerongen

Japanese groundfish pirates weren't the only ones accused of high-seas pilfering in 1988. Foreign "squid" driftnetters were copping a hefty free lunch of U.S. origin salmon in international waters of the North Pacific, too.

Whether the illegal salmon harvest occurred beyond the scope of U.S. jurisdiction remains to be tested, but adequate enforcement of fisheries agreements on the high-seas was clearly beyond the range of this year's Coast Guard budget. Once again, it was largely up to the industry itself to dig up the evidence and convince the federal government that American resources and markets were in jeopardy.

Just about the time Ted Evans and Sam Hjelle were taking home movies of Japanese trawlers fishing illegally in the Bering Sea, Barry Lester of Seafood Producers Cooperative in Bellingham, Wash., was writing letters to industry repre-

sentatives, detailing information he had uncovered at a seafood trade show in France during the summer of '87.

Someone at the show had provided him with a French Customs document, summarizing frozen salmon imports for the first six months of 1987. One particular item, 886.6 metric tons of salmon imports from Singapore, caught his eye, especially since Singapore has no salmon resource or fishery of its own.

"This is 1.95 million pounds of salmon, and at a three-pound average represents 651,000 fish," Lester wrote, noting the fish were mainly immature coho. "These fish are being taken on the high seas by Taiwanese squid fishermen, frozen round at sea, reprocessed in Taiwan and shipped to various markets through Singapore."

Wayne Lewis, agent for the National Marine Fisheries Service Enforcement Division in Seattle, said the information uncovered by Lester was "the first time we've thought that coho might be in-

volved."

Lewis said at the time that NMFS had four other investigations at different stages, and had seized 1.3 million pounds of chum and sockeye salmon brought into the U.S. in attempts to launder its origin. Said Lewis, "NMFS is very concerned about the quantity of salmon that's coming into the U.S., and the complicated schemes, and the number of companies involved."

Lester suggested the U.S. get tough. "The U.S. keeps Taiwan alive," he told the JOURNAL in January. "If we can't bring political pressure on them, then our political clout is pretty dismal."

In January the House of Representatives passed H.R. 3584, the Driftnet Impact Monitoring, Assessment and Control Act — a bill requiring the Secretary of Commerce to negotiate a monitoring and enforcement system with all nations that allow high-seas driftnet fishing. If the agreements are not negotiated and implemented by the end of June, the U.S. can embargo fish-

(NEED TO
BEEF UP
COAST
GUARD
BUDGET)

$1,950,000 / 165 = \$11,952$
 $\$300 \times 651,000 = \$195,300,000$

imports from these nations under provisions known as the Pelly Amendment.

Meanwhile, back in the legitimate high-seas salmon fishery, the Japanese requested that the International North Pacific Fisheries Commission allow them to expand the area of operation of their mothership fleet. Under the proposal, instead of operating in the western Aleutian "slot," the two motherships and 129 catcher-boats would fish for a longer time in the Donut area and in waters south of the Aleutians. The U.S. balked at the proposal, estimating that it would double the interception of North American salmon to 1.65 million fish, three-quarters of them sockeye.

While frustration continued to fester within the domestic salmon industry, the environmental community was attacking the driftnet fleets successfully from the marine mammal front. On June 9, the U.S. Supreme Court rejected a bid by the Japanese Salmon Federation (and the U.S. Justice Department) to reopen U.S. waters to driftnet salmon fishing by the Japanese mothership fleet.

The ruling upheld a June 1987 injunction against the fishery, issued by Federal District Court Judge Norma Johnson. She agreed with conservationists that NMFS could not issue the Japanese a permit to take Dall's porpoise if the gillnetters would also be taking fur seals incidentally. Northern fur seals were officially declared "depleted" on May 18, 1988. The Japanese argued that to deny the permit would cause their salmon fishermen irreparable harm and negate the INPFC treaty allowing a fishery within the U.S. zone.

With the Japanese nets out of the U.S. EEZ, the focus shifted once again to international waters and the activities of foreign squid vessels. On July 25—just about the time Southeast Alaska salmon fishermen were noticing a peculiar absence of predicted pink and coho returns—the Coast Guard cutter *Active* was sounding a danger signal and taking evasive action to avoid being rammed by the *Hoskin Maru* 28, a Japanese squid vessel. After some further delay on the part of the Japanese, a boarding party was finally accepted. They found not only partially frozen salmon and steelhead aboard, but also a live fur seal.

Commenting on the incident, Senator Frank Murkowski (R-AK) said

at the time, "From the evidence found by the boarding party, it appears the delaying tactics may have been designed to allow the crew to dump an unknown quantity of illegally harvested salmon..."

"These recent events," he said, "certainly do not encourage me to believe in a common effort to bring illegal fishing under adequate controls."

Less encouraging, still, were the summer overflights conducted by NMFS enforcement personnel in conjunction with the U.S. Coast Guard. During 11 flights between June 28 and September 3, the Coast Guard logged 93 foreign squid vessels fishing in areas north and east of agreed-upon boundaries, where the interception of salmon would be more likely to occur. Unfortunately, identification of the violators was difficult; shortly after the first air patrol, most vessels sighted had obscured their markings.

But there was nothing obscure about the net marks turning up on troll-caught salmon in Southeast Alaska. Buyers and fishermen alike were reporting an increased incidence of net-marked fish from Southeast to Bristol Bay. While some biologists were unwilling to

call it more than coincidence, there was something very wrong with the salmon fishery in Southeast. By August 24 fishermen had harvested only 5 million pinks from a forecast of 42 million. Escapement for the parent class had been exceptional and the outmigrating fry count had been good. Whatever happened to them happened at sea.

But it wasn't just pinks that pulled a no-show in Southeast. Coho returns came in at historic lows, as well. Trollers suffered through two 10-day closures this year due to the lack of fish. Had poor weather conditions killed the coho in the creeks? Some thought so, until hatchery returns indicated otherwise. Said Southern Southeast Regional Aquaculture Association manager Don Amend, "It's downright pathetic. We don't know the final number yet, but whatever it is, it's going to be a disaster."

Coho returns to Neets Bay Hatchery normally range between 7 and 13 percent. This year, by September 29, returns were only one half of one percent. Whatever happened to the SSRAA coho happened at sea, too.

While government officials admitted it didn't add up, they were
see SEACOPS page 84

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No charge for initial inquiry.

SEACOPS

continued from page 79

reluctant to put two and two together and blame the foreign fleets for such a shortfall. Southeast fishermen and processors figured it differently. Ketchikan processor Cliff Phillips began an investigation of his own through his marketing contacts abroad. On September 28 he received a telex from Hong Kong indicating that Taiwanese principals had shipped 7,500 metric tons of chum, sockeye, coho and pink salmon through Singapore this year, "all from North Pacific waters."

Subsequent telexes from a variety of sources abroad were made public in September by the Pacific Seafood Processors Association (PSPA). In a letter to Clem Tillion, chairman of the U.S. Section of the INPFC, PSPA director Barry Collier noted, "All of the specific offerings and information we have received on this matter has been provided to the Department of State and NMFS. The general consensus is that some 10,000 metric tons of salmon was caught primarily by the Taiwanese and is being laundered through Singapore and Thailand into the world markets."

Collier noted that "no less than 4,000 mt and more likely over 8,000 mt of pink salmon are in Thailand for canning. This equates to between 3 million and over 6 million pinks. We know that some 400,000 cases of pinks will be canned in Thailand and we are certain the total pack will be much larger," Collier wrote.

As for coho, Collier wrote, "It is common knowledge in Japan that the frozen coho market was glutted in early September of this year by the arrival of 1,500 mt (some 720,000 fish) of coho from the Japanese squid fleet."

About the time Barry Collier was penning his letter of concern, a group of fishermen, processors, businessmen and community leaders was gathering in Ketchikan to coordinate the Southeast effort against high-seas interception. Known as SEACOPS—Southeast Alaska Coalition Opposing the Pirating of Salmon—the non-profit group had enlisted a membership of roughly 300, including Alaska Governor Steve Cowper, by year's end. Spearheaded by Ketchikan attorney/gillnetter Mike Holman and

troller Lonnie Haughton, the group's goal was to gather and disseminate information and evidence necessary "to force immediate political action to save U.S. and Canadian salmon and steelhead." Since its initial meeting in Ketchikan in September, SEACOPS has sponsored meetings in Seattle, Sitka, Juneau, Petersburg and Prince Rupert, B.C.

By year's end there were no concrete indications that the interception problem had lessened. Nevertheless, there was every indication that the fires would remain hot throughout the winter, thanks to the efforts of individual fishermen, NMFS enforcement officials, and organizations like SEACOPS, PSPA, United Fishermen of Alaska, the Alaska Trollers Association, Alaska Independent Fishermen's Marketing Association, ADF&G biologist Chuck Meacham, and the conservation community.

'Cutting off trade in manufactured goods may not be the only step the U.S. undertakes.'

—Sen. Murkowski

Perhaps the strongest official stand against the salmon pirates was taken by Senator Frank Murkowski who conducted a personal investigation of the Taiwan-Singapore-Thailand salmon laundering business in November. Murkowski visited a cannery near Bangkok where large quantities of Pacific Salmon obtained in Singapore had been canned this year.

At Murkowski's request and with assistance from local citizens in Singapore, U.S. embassy staff obtained a sample of salmon which was forwarded to a NMFS lab in the U.S. for analysis of origin. Said Murkowski, "Even if the fish cannot be proved to be North American origin, it still constitutes valuable physical evidence... it is an immature fish... clearly a product of high-seas fishery."

Following his investigation, Murkowski hand delivered a letter to government officials in Taiwan that reflected the depth of U.S. concern:

"The customary principles of in-

ternational law, as well as past agreements between the U.S. and Taiwan, recognize specifically the fact that the United States has jurisdiction over all salmon of U.S. origin, no matter where they might be found," Murkowski wrote. "No fishery may occur on these fish unless by agreement with the United States."

Referring to the failure of pink and coho returns to Southeast and the offerings of laundered fish on the world market, Murkowski noted the evidence of Taiwanese involvement and called it "a completely unacceptable situation."

Noting the provisions of the Driftnet Act passed this year, Murkowski noted, "The U.S. has called upon all the nations with high-seas squid fisheries to join with us in agreements to bring these fisheries under better control."

Noting that no such agreements had yet been concluded, Murkowski explained the incentive—or delivered the threat, if you will.

"Congress, knowing that such agreements might be difficult to reach, prepared for just such an eventuality. Unless these agreements are reached by the end of June of 1989—just seven months away—any country that has not agreed will be open to severe trade sanctions, including an embargo on all fishery products."

"Moreover," the senator continued, "during the past year, an effort to further strengthen such an embargo was only narrowly defeated. I can guarantee," Murkowski told the Taiwanese, "there will be another such attempt this coming year, and I believe it will be successful. In that event, the failure to agree on driftnet fishery controls may lead not only to an embargo on fish products, but also of any other goods that a country exports to the U.S."

With those words the Senator took the interception issue well up the priority ladder. Still, he went farther.

"I urge that this issue be taken seriously," he wrote. "Many of us in Congress feel very strongly about this—so strongly that cutting off trade in manufactured goods may not be the only step the United States undertakes."

What he meant by that was a subject for speculation, perhaps nervous speculation. It was tough language, the kind Alaska salmon fishermen had been anxious to hear and ready to applaud. □

10,000 metric tons x 2000 lbs = 20,000,000 lbs x 3¢ per lb = 600,000.00

6165 x 120,000 = 739,800,000 = 4,320,000 x 300 = 1,296,000,000 = This would be high seas piracy has been going on since 1937. Ah, Alaska families lose each year!

Just think what 50,000 Alaskan families lose each year!

51 Lost



MAR 20 1989

JIM D. CLARK
BOROUGH MANAGER

TELEPHONE
(907) 246-4224

Bristol Bay Borough

Box 189 • NAKNEK, ALASKA 99633

March 17, 1989

Representative George Jacko
House of Representatives
Pouch V
Juneau, AK 99811

Dear Representative Jacko:

I am writing in regards to HJR 27 introduced by Representative Jim Zawacki. The Bristol Bay Borough is recommending action on HJR 27, and your position as Chairman of Special Committee on International Trade affords you the opportunity to get this bill moving. We need to wake up Washington as to what is happening and how much this situation is costing Alaskans and the State of Alaska in lost income.

Sincerely,

Fred W. Pike
Mayor

cc: Rep. Jim Zawacki

Kotzebue Fisherman's Association
Kotzebue, Alaska 99752
March 15, 1989



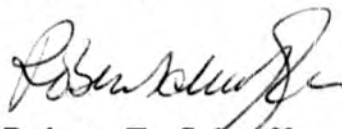
Rep. George Jacko, Chair
Special Committee on International Trade
Pouch V
Juneau, Alaska 99811

Dear Rep. Jacko:

The Kotzebue Fisherman's Association supports HJR 27 and recommends its passage ASAP. It would seem only logical to have Sea Pirates pay compensation to Alaska's fishing industry for robbing fish bound for Alaska's streams. What is allowed to happen to Alaska's fish on the high seas, even within America's 200 mile boundary, is criminal. Alaska's fisherman suffer economic hardship because of this and will continue to do so until drastic measures are taken by congress to insure protection of our fish resources.

Our Association commends you and your colleagues for your efforts to protect Alaska's fisheries interests. Thanks.

Sincerely,



Robert T. Schaeffer
Pres.. Kotzebue Fisherman's Association

cc: Senator Al Adams
Rep. E. MacLean
Senate Pres. Tim Kelly
Speaker of House Sam Cotton



MAR 22 1989

City and Borough of Sitka

304 LAKE STREET · SITKA, ALASKA · 99835

Gj

March 20, 1989

Representative George Jacko
Special Committee on International Trade
Alaska State House of Representatives
Pouch V
Juneau, Alaska 99811

The Assembly of the City and Borough of Sitka has gone on record in support for HJR 27, requesting compensation to commercial fishermen and the State of Alaska for high seas interception of salmon by foreign nations.

We understand this resolution has not yet been considered by the Special Committee on International Trade. The Committee's prompt consideration of this resolution is encouraged. Please move on HJR 27 soon.

Thank you for your consideration of this request.

Sincerely,

Stuart Denslow
Administrator

cc: Rep. Jim Zawacki



City and Borough of Sitka

304 LAKE STREET . SITKA, ALASKA . 99835

March 20, 1989

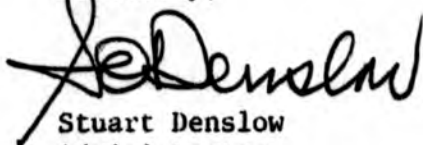
Hon. Jim Zawacki
Representative, District 7
Alaska State Legislature
Pouch V
Juneau, Alaska 99811

Dear Representative Zawacki:

Thank you for your letter of March 4, 1989 to Mayor Dapcevich, providing information about your HJR 27. The Assembly of the City and Borough of Sitka has gone on record in support of HJR 27, which requests compensation to commercial fishermen and the State of Alaska for high seas interception of salmon by foreign nations, specifically, Japan, South Korea, and Taiwan.

By separate letter, a copy of which is enclosed, I have expressed the Assembly's position to Rep. Jacko and encouraged expeditious consideration of this resolution. Thank you again for contacting the City and Borough of Sitka.

Sincerely,



Stuart Denslow
Administrator

Enclosure

WESTERN ALASKA COOPERATIVE MARKETING ASSOCIATION

(907) 842-5592 • BOX 213 • DILLINGHAM, ALASKA 99516

March 15, 1989

Representative Jim Zawacki
State of Alaska
House of Representatives
Pouch V
Juneau, Alaska 99811

Dear Jim:

On behalf of WACMA's Board of Directors, I would like to take this opportunity to state that our organization does appreciate your work on House Joint Resolution Number 27 and do support all of your efforts concerning the high seas interception issue.

I did receive your March 3rd letter and have followed up on your concerns, plus passed on that letter to a few of the other commercial fishing organizations within Bristol Bay Region.

Therefore, our letters are now in the mail to George Jacko's office.

Sorry I did not get a chance to visit you while I was down for the UFA meeting, but, unfortunately I broke my leg and spent that time in Bartlett Memorial Hospital. Not much fun.

Hopefully, I will be able to visit with you in a month or so. I still have to go down and do some work at UFA's office.

Once again, thank you for the information.

Sincerely,



David M Jackson

Soviets, U.S. sign fish pact

'Doughnut hole' protection sought

JUNEAU (AP) — United States and Soviet fisheries negotiators have signed an agreement calling for protection of North Pacific salmon and pollock stocks.

The agreement supports efforts to halt the "unauthorized possession, harvest, transport and sale of salmon in the North Pacific," according to a joint statement from U.S. and Soviet negotiators.

Alaska fishermen allege that Japanese, Polish and Korean fishing vessels are overharvesting the area between U.S. and Soviet waters in the Bering Sea. They charge that foreign fleets have reduced salmon and pollock stocks in the area.

They also allege that foreign trawlers scoop up U.S. and Soviet salmon while fishing for other species and, in some cases, cross into territorial waters for the unauthorized taking of fish.

U.S. and Soviet negotiators agreed measures should be taken to reduce the unregulated fishery in the "doughnut hole," and to make recommendations for international action "at an early date," the joint statement said.

The area is known as the doughnut hole because it is surrounded by territorial waters of the two countries.

"We're very concerned that the current level of fishing in the doughnut could wipe out the stocks

See the North Pacific and to increase bilateral cooperation toward enforcing salmon conservation measures in the area.

Bering Sea salmon, pollock and other groundfish stocks are primarily U.S. and Soviet fish, Cotten said. "The U.S. and U.S.S.R. have similar motivations for shutting down all high-seas salmon fishing," he said.

"The ultimate goal is to stop all high-seas salmon fishing," Cotten said.

"Both countries have reached the conclusion that fishing for salmon outside of our 200-mile zones is wasteful," Cotten said.

The next negotiating session will be held in the Soviet Union within the next few months, Binkley said.

Articles are from recent Alaskan Newspapers.

High seas intercept confirmed

Analysis of scales taken from an immature chum salmon obtained in Singapore confirms the fish was taken on the high seas in violation of current international agreements and principles set out by the Law of the Sea Convention.

According to a report provided to Sen. Frank Murkowski by the National Marine Fisheries Service, the fish is most likely to be from either the Puget Sound area or the Soviet Union. The salmon was obtained on Murkowski's behalf from a Singapore wholesaler, as a sample of the salmon available for sale in Singapore.

The fish's age, size and other characteristics make it clear that it was caught on the high seas, Murkowski said. Neither the U.S. nor the Soviet Union have authorized high seas fishing for salmon originating from their streams.

The finding is significant, according to the senator, because it lends credence to the suspicion that the decline in U.S. salmon runs including Alaska salmon, is the result of illegal catches of immature salmon on the high seas by foreign vessels.

According to the senator, a sophisticated network is in place under which salmon taken illegally on the high seas is transferred at sea to boats that off-load the fish at a safe port, such as Singapore or Hong Kong. From there, they either move directly to market as frozen fish, or to another port such as Bangkok for canning.

"In both cases, their eventual goal is markets in Europe and Australia where they compete with legal salmon caught in compliance with international agreements, leading to a substantial loss of revenue for fishermen and processors who follow the rules."

Continued from page A-1

Americans are fishing," said Sen. John Binkley, R-Bethel. Binkley, along with Rep. Sam Cotten, R-Eagle River, represented the Alaska legislature at the meetings in Washington, D.C., where the agreement was signed Thursday.

"The two countries plan to come up with a set of regulatory measures for the doughnut hole as soon as possible," Binkley said.

Scientists from both countries agreed to joint research on salmon and groundfish stocks in

THE FOLLOWING DOCUMENT MAY NOT FILM
LEGIBLY BECAUSE OF THE POOR QUALITY OF THE
ORIGINAL

CITY COUNCIL OF MOUNTAIN VILLAGE

P.O. BOX 32085
MOUNTAIN VILLAGE, ALASKA 99632
(907) 591-2929 or (907) 591-2232

March 14, 1989

The Honorable Jim Zawacki
3111 C Street, Suite 415
Anchorage, AK 99503

Dear Representative Zawacki:

The City Council of Mt. Village, Alaska heartily endorses your HJR # 27 relating to compensation for lost revenue and income caused by high seas interception of Alaskan Salmon.

With recent declines in oil revenues, residents of the Yukon Delta are even more dependant upon the revenues and local income generated by commercial Salmon fishing. The further reduction of Salmon catches created by high seas interception would be an additional, and devastating blow to local village economies in this area.

We urge our legislators to endorse and support your resolution. Passage will hopefully have a positive impact on the economies of Yukon Villagers.

Thank you for your efforts.

Esther A. Brown
Esther Brown, Mayor

Carol Myre
Carol Myre, Secretary

Harry Wilde, Sr.
Harry Wilde, Sr., Member

Laura Peterson
Laura Peterson, Vice Mayor
Waskay Walters
Waskay Walters, Member

Elmer Beans
Elmer Beans, Member

cc.

Rep. Kay Wallis
Sen. John Binkley
Alaska Delegation to Congress

NORTH SLOPE BOROUGH

OFFICE OF THE MAYOR

P.O. Box 69
Barrow, Alaska 99723

Phone: 907-852-2611

George N. Ahmaogak, Sr., Mayor



NORTH SLOPE BOROUGH ON HOUSE JOINT RESOLUTION # 27

The North Slope Borough supports House Joint Resolution # 27, relating to compensation for lost revenue and income caused by the high seas interception of Alaskan salmon. It is clear that such interceptions, primarily by Japan, South Korea, and Taiwan, represent a great threat to both the economic well-being of Alaskan residents, and the continued viability of the Alaskan salmon stock. The resolution could perhaps be strengthened by placing further emphasis on the need to protect the fish stocks, and the proper allocation of the burden in this regard. Suggested additional clauses are as follows:

WHEREAS, the State of Alaska and Alaskan fisherman carefully and intensively manage the Alaskan harvest of salmon to insure the continued viability of the salmon stock; and

WHEREAS, the high seas interception of Alaskan salmon by foreign fleets is undertaken without regard for the continued well-being of the salmon stock; and . . .

These points are somewhat distinct from those already contained in the bill, and should not unduly lengthen the document.

govaff/resol.27/k

NORTH SLOPE BOROUGH

OFFICE OF THE MAYOR

P.O. Box 69
Barrow, Alaska 99723

Phone: 907-852-2611

George N. Ahmaogak, Sr., Mayor



March 16, 1989

Representative George Jacko,
Chairman of Special Committee
on International Trade
Alaska State Legislature
Pouch V
Juneau, Alaska 99811

Dear Representative Jacko:

Enclosed for your information is the North Slope Borough position on House Joint Resolution #27. Any assistance that you may be able to give in moving this legislation quickly would be appreciated.

I appreciate the opportunity to communicate the concerns of the North Slope Borough and support those communities that this legislation will impact directly.

Sincerely,

GEORGE N. AHMAOGAK, SR.
Mayor

Enclosure

cc: Representative Eileen MacLean
Representative Jim Zawacki
SLI/HJR#27
Ann Stokes, NSB Attorney

\wp\betsy\Mhjr27

BRISTOL BAY DRIFTNETTERS' ASSOCIATION

3605 Arctic Blvd., Suite 742 Anchorage, Alaska 99503

(907)562-2161, Ext. 742

March 14, 1989

Rep. George Jacko, Chairman House
Special Foreign Trade Committee
Pouch V
Juneau, AK 99811

Dear Representative Jacko:

In behalf of the membership of Bristol Bay Driftnetter's Association, I am writing to urge your support for HJR 27, now in your committee. We believe passage of this measure would be of immense benefit to people of your district, as well as to the entire state and nation.

We realize of course, that the chances of either the fishermen or the State of Alaska receiving an award as compensation for lost income and revenue are remote. We should not, however, allow this to prevent us from using this issue as a means to call attention of Americans nationwide to the unfair situation which has existed for years relative to high seas interceptions of our salmon.

The interception has been increasing and will inevitably worsen before we can expect a reversal of the situation, makes attention-getting measures like HJR 27 far more important now than ever before.

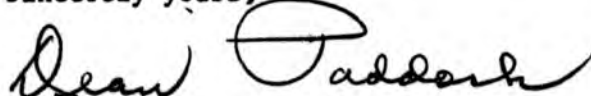
Tho we may not expect instant realization of the stated goals of the resolution, one cannot consider the measure to be frivolous in any way. The precedent for claims of this nature have been set at the very highest level of our government because such claims appeal to the basic American sense of fair play.

If the salmon fishermen of Alaska ever see a resolution of the high-seas interception problem, it will be due to a nationwide recognition that a cessation of such high-seas interceptions is demanded in the spirit of fair play.

We believe further, that this proposal strikes at the heart of the present problem because it calls national attention to the far-reaching economic impacts of the high-seas fisheries. Americans understand and want fair play; they also understand things which hit them in the pocketbook- individually and nationwide.

Again, we urge you to seek timely and favorable treatment for HJR 27. Thank you for your consideration.

Sincerely yours,



Dean Paddock, Executive Director
Bristol Bay Driftnetters Association

MAR 20 1989



BRISTOL BAY HERRING MARKETING CO-OP

March 15, 1989

Representative George Jacko
State of Alaska
House of Representatives
Pouch V
Juneau, Alaska 99811

Dear Representative Jacko:
On behalf of BBHMC and the Board of Directors, I would like to extend our support for House Resolution Number 27 Relating to compensation for lost revenue and income caused by high seas interception of Alaskan salmon and urge your committee to pass on HJR 27 as soon as possible.

Our cooperative is comprised of over 200 Bristol Bay resident herring fishermen who also fish salmon within the Bristol Bay Fisheries.

We strongly support all efforts to cease the interception of salmon on the high seas. We appreciate your efforts in this matter.

Sincerely,
William H. Nicholson, President

For - Joe McGill, Vice-President

MAR 20 1989

WESTERN ALASKA
COOPERATIVE MARKETING ASSOCIATION

1

(907) 842-5592 • BOX 213 • DILLINGHAM, ALASKA 99576

March 15, 1989

gjf.

Representative George Jacko
Alaska State Legislature
House of Representatives
Pouch V
Juneau, Alaska 99811

Dear Representative Jacko:
On behalf of WACMA, I would like to extend our support
for House Joint Resolution Number 27 Relating to
compensation for lost revenue and income caused by
high seas interceptions of Alaskan salmon and urge
your committee to pass on HJR 27 as soon as possible.

Our cooperative is comprised of almost 200 Bristol Bay
resident commercial fishermen. We all recognize the
harm not only to the resource, but the economic loss
due to the illegal high seas interception of Bristol
Bay origin salmon.

We will continue to support any of your efforts concerning
the high seas interception issue.

Sincerely,
Harvey Samuelsen, President

David M. Jackson
David M Jackson

MAR-17-89 FRI 9:24 P. 02/04

NORTH SLOPE BOROUGH

OFFICE OF THE MAYOR

P.O. Box 69
Barrow, Alaska 99723

Phone: 907-852-2611

George N. Ahmaogak, Sr., Mayor



March 16, 1989

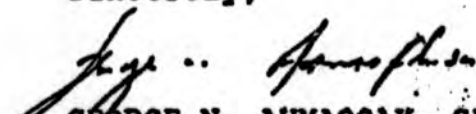
Representative George Jacko,
Chairman of Special Committee
on International Trade
Alaska State Legislature
Pouch V
Juneau, Alaska 99811

Dear Representative Jacko:

Enclosed for your information is the North Slope Borough position on House Joint Resolution #27. Any assistance that you may be able to give in moving this legislation quickly would be appreciated.

I appreciate the opportunity to communicate the concerns of the North Slope Borough and support those communities that this legislation will impact directly.

Sincerely,


GEORGE N. AHMAOGAK, SR.
Mayor

Enclosure

cc: Representative Eileen MacLean
Representative Jim Zawacki
SLI/HJR#27
Ann Stokes, NSB Attorney

\\wp\betsy\Mhjr27

100-17-59 FRI 8:35 P. 03/84

NORTH SLOPE BOROUGH

OFFICE OF THE MAYOR

P.O. Box 89
Barrow, Alaska 99723

Phone: 907-852-2611

George N. Ahmaogak, Sr., Mayor



NORTH SLOPE BOROUGH ON HOUSE JOINT RESOLUTION # 27

The North Slope Borough supports House Joint Resolution # 27, relating to compensation for lost revenue and income caused by the high seas interception of Alaskan salmon. It is clear that such interceptions, primarily by Japan, South Korea, and Taiwan, represent a great threat to both the economic well-being of Alaskan residents, and the continued viability of the Alaskan salmon stock. The resolution could perhaps be strengthened by placing further emphasis on the need to protect the fish stocks, and the proper allocation of the burden in this regard. Suggested additional clauses are as follows:

WHEREAS, the State of Alaska and Alaskan fisherman carefully and intensively manage the Alaskan harvest of salmon to insure the continued viability of the salmon stock; and

WHEREAS, the high seas interception of Alaskan salmon by foreign fleets is undertaken without regard for the continued well-being of the salmon stock; and . . .

These points are somewhat distinct from those already contained in the bill, and should not unduly lengthen the document.

govaff/resol.27/k

APR 03 1989



KETCHIKAN GATEWAY BOROUGH

344 Front Street
Ketchikan, Alaska 99901
(907) 225-6151

March 30, 1989

The Honorable George Jacko
Chair, Special Committee on
International Trade
House of Representatives
P.O. Box V
Juneau, Alaska 99811

HJR 27 RELATING TO COMPENSATION FOR LOST REVENUE AND INCOME CAUSED
BY HIGH SEAS INTERCEPTIONS OF ALASKAN SALMON

The Ketchikan Gateway Borough Assembly is vitally concerned about the severe adverse economic effects on our commercial fishing industry caused by illegal foreign harvest of immature Alaskan salmon on the high seas. HJR 27 is one of many solutions which must be pursued to protect Alaska's fishing industry. Your immediate positive efforts to move this resolution are encouraged and would be appreciated.

Georgianna Booth

Georgianna Booth
Borough Clerk for

Ralph G. Gregory
Borough Mayor

c The Honorable Jim Zawacki

MAR 28 1989

NORTHWEST ARCTIC BOROUGH

P.O. BOX 1110
KOTZEBUE, AK 99752
(907) 442-2500 / FAX 442-2930

March 24, 1989



The Honorable George Jacko
House of Representatives
Pouch V
Juneau, Alaska 99811

RE: HJR 27

Dear Representative Jacko:

In response to Representative Jim Zawacki's letter requesting support for House Joint Resolution 27 which is currently before the Special Committee on International Trade of which you are chair, please consider this a letter of support for the resolution and ask that you expedite this resolution through your committee as time is of the essence.

The resolution which requests compensation to Alaskan commercial fishermen for the high seas interception of our salmon by foreign nations would most certainly enhance the State of Alaska and more specifically the Northwest Arctic Borough both economically and socially.

Thank you for your positive action.

Sincerely,


Chuck Greene
Mayor



APR 03 1989

Representative Jim Zawacki

Alaska State Legislature

3111 "C" STREET, SUITE 415
ANCHORAGE, ALASKA 99503
(907) 561-2037

WHILE IN JUNEAU
POUCH V
JUNEAU, ALASKA 99811
(907) 465-2719/2693

A handwritten signature, likely "Jim", in dark ink.

March 30, 1989

MEMBER

STATE AFFAIRS COMMITTEE
LEGISLATIVE COUNCIL
FINANCE SUBCOMMITTEE
PUBLIC SAFETY
ANCHORAGE CAUCUS
CO-CHAIRMAN

Rep. George Jacko, Chairman
House Special Foreign Trade Committee
Pouch V
Juneau, Ak 99811

Dear George:

Let me express my appreciation and thanks for considering and moving HJR27. I know the resolution will help bring attention for the need to find a solution in reducing high seas interceptions by foreign fishing fleets.

Sincerely,

A handwritten signature, "Jim", in dark ink.

Jim Zawacki
Representative