

ALASKA LEGISLATURE COMMITTEE FILES, 2003-2004 8672

11236 SENATE LABOR & COMMERCE

1 for a business with more than one location.

2 (b) Only one bond is required for an application for a business with more than  
3 one location.

4 (c) The bond required by (a) of this section is for the use of the state and a  
5 person who may have a cause of action against the obligor under this chapter.

6 (d) The bond must state that the obligor will

7 (1) faithfully conform to and abide by the provisions of this chapter  
8 and regulations adopted by the department under this chapter; and

9 (2) pay to the state and to a person all money that may become due or  
10 owing to the state or to the person from the applicant under this chapter.

11 (e) The bond must remain in effect for three years following the denial of a  
12 renewal of a license or the expiration of a license.

13 (f) If, at any time, the department finds that a bond filed under (a) of this  
14 section is unsatisfactory for any reason, the department may require the licensee to  
15 file, within 10 days after the receipt of a written demand, an additional bond to comply  
16 with this section.

17 (g) The licensee shall file a new bond that complies with this section each time  
18 a license is renewed.

19 **Sec. 06.50.050. Investigation by department.** Within 60 days after an  
20 applicant files a completed application, the bond, and an application fee, the  
21 department shall investigate whether the applicant satisfies the qualifications of  
22 AS 06.50.020(a). If the department finds that the applicant satisfies the qualifications,  
23 it shall approve the application and issue the applicant a license to engage in the  
24 business of making deferred deposit advances.

25 **Sec. 06.50.060. Conditions precedent to license.** The requirements of  
26 AS 06.50.030 - 06.50.050 are conditions precedent to the issuance of a license under  
27 this chapter. The license permits the applicant to make advances under this chapter at  
28 the location specified in the application.

29 **Sec. 06.50.070. Duration of license.** A license issued under this chapter is  
30 valid for two calendar years. Each license remains in force through the calendar year  
31 after the calendar year in which the license was issued unless surrendered, suspended,

1 or revoked under this chapter.

2 **Sec. 06.50.080. Renewal of license.** A license issued under this chapter shall  
3 be renewed on or before the date set by the department by submitting to the  
4 department a completed renewal application on a form established by the department  
5 and paying a nonrefundable renewal fee established by the department, which may not  
6 exceed \$1,200.

7 **Sec. 06.50.090. Denial of license or renewal.** (a) If the department  
8 determines that an applicant is not qualified to receive a license or a license renewal,  
9 the department shall notify the applicant in writing within 20 days that the application  
10 has been denied and state the basis for the denial.

11 (b) The decision of the department to deny an application or a renewal may be  
12 reviewed in the manner provided in AS 44.62.330 - 44.62.630 (Administrative  
13 Procedure Act).

14 (c) If the denial of a renewal is upheld, the former licensee shall return the  
15 license to the department within 10 days after the former licensee receives notice of  
16 the denial. Upon receipt of the license, the department shall return the bond less any  
17 outstanding expenses owed by the former licensee.

18 (d) A license application shall be considered withdrawn within the meaning of  
19 this section if the applicant fails to respond to a written notification of a deficiency in  
20 the application within 60 days after the date of the notification.

21 (e) If a license renewal is denied or if a license is surrendered, suspended, or  
22 revoked, all accounts of the licensee remain subject to this chapter until paid in full.

## 23 **Article 2. License Transfer, Assignment, Control, and Change.**

24 **Sec. 06.50.200. Transfer or assignment.** Except for the transfer of a license  
25 to a new location under AS 06.50.220, a licensee may not transfer or assign the  
26 licensee's license.

27 **Sec. 06.50.210. Change in control.** The prior written approval of the  
28 department is required for the continued operation of a licensee's deferred deposit  
29 advance business when a change in control of the licensee is proposed. The  
30 department may require the information it considers necessary to determine whether a  
31 new application is required. The licensee requesting approval of the change in control

1 shall pay all reasonable expenses incurred by the department to investigate and  
2 approve or deny the change in control.

3 **Sec. 06.50.220. Change in location or name.** A licensee shall notify the  
4 department in writing at least 15 days before any proposed change in the licensee's  
5 business location or name, and shall provide the department with the information  
6 described in AS 06.50.030(a).

7 **Sec. 06.50.230. Conduct of other business.** A licensee may conduct other  
8 business at a location where it engages in making advances unless it conducts the  
9 other business for the purpose of evading or violating the provisions of this chapter.

10 **Article 3. Department Supervision.**

11 **Sec. 06.50.300. Suspension or revocation of license.** (a) The department  
12 may suspend or revoke a license under AS 44.62 (Administrative Procedure Act) if the  
13 department finds that

14 (1) the licensee has failed to pay the license fee, failed to maintain the  
15 required bond in effect, or failed to comply with a demand, ruling, or requirement of  
16 the department made under this chapter;

17 (2) the licensee has violated a provision of this chapter or a regulation  
18 adopted by the department under this chapter; or

19 (3) a fact or condition exists that, if it had existed at the time of the  
20 original application for the license, clearly would have constituted ground for denial of  
21 the issuance of the license.

22 (b) If the reason for suspension or revocation of a licensee's license at one  
23 location applies generally to all locations operated by the licensee, the department may  
24 suspend or revoke all licenses issued to the licensee.

25 **Sec. 06.50.310. Reports to department.** (a) On or before March 15 of each  
26 year, a licensee shall file with the department a composite annual report for the  
27 preceding calendar year in the form prescribed by the department relating to all  
28 advances made by the licensee. The department may require that the report be  
29 submitted under oath or affirmation, or with notice that false statements made are  
30 punishable as unsworn falsification under AS 11.56.210.

31 (b) The report must include

1 (1) the total number and dollar amount of advances made by the  
2 licensee;

3 (2) the total number of individual customers who received advances;

4 (3) the minimum, maximum, and average amount of advances;

5 (4) the average annual percentage rate of the fee charged for advances;

6 (5) the average number of days of the advances;

7 (6) the total number and dollar amount of returned checks;

8 (7) the total number and dollar amount of checks paid by advance  
9 recipients;

10 (8) the total number and dollar amount of checks charged off as a loss;

11 (9) the total dollar amount of outstanding advances as of the last day of  
12 the calendar year;

13 (10) the total number of outstanding advances as of the last day of the  
14 calendar year; and

15 (11) any other information the department determines is required to  
16 conduct its review.

17 (c) Within 15 days after the occurrence of any of the following events, a  
18 licensee shall file a written report with the department describing the event and its  
19 expected effect on the activities of the licensee in the state:

20 (1) filing for bankruptcy or reorganization by the licensee;

21 (2) institution of suspension or revocation proceedings against the  
22 licensee by a state or other governmental authority;

23 (3) a felony indictment or felony conviction of the licensee and, if the  
24 licensee is not a natural person, of a member, partner, director, senior officer, or holder  
25 of 10 percent or more of the licensee's equity; and

26 (4) other events that the department determines and identifies by  
27 regulation that may impair the ability of the licensee to operate its business under this  
28 chapter.

29 (d) In the discretion of the department, the occurrence of an event in (c) of this  
30 section may constitute grounds for suspension or revocation of a license.

31 **Sec. 06.50.320. Records.** (a) A licensee shall maintain all records relating to

1 this chapter at the location for which the licensee has a license. The records must  
2 conform to generally accepted accounting principles and practices in a manner that  
3 will enable the department to determine whether the licensee is complying with the  
4 provisions of this chapter. The department shall have unrestricted access to the  
5 records of the licensee.

6 (b) A licensee shall retain records relating to an advance for at least two years  
7 after the last entry on the advance, unless otherwise required by the department.

8 (c) A licensee shall retain records of an advance that is the subject of a court  
9 action for at least two years after a judgment or settlement of the court action.

10 **Sec. 06.50.330. Examinations and investigations.** (a) The department shall  
11 examine the business records of a licensee at intervals the department considers  
12 appropriate. In addition, for the purpose of discovering violations of this chapter or  
13 securing information lawfully required, the department may, at any time, investigate  
14 the advances, business transactions, and records of a licensee. For these purposes, the  
15 licensee shall provide the department with unrestricted access to the offices, places of  
16 business, and records of the licensee. The licensee shall pay the department the cost of  
17 examination at a rate of \$75 an hour within 30 days after the department requests  
18 payment.

19 (b) For the purposes of this section, the department may administer oaths or  
20 affirmations and, upon its own motion or upon request of a party, may subpoena  
21 witnesses, compel the attendance of witnesses, take evidence, and require the  
22 production of material that is relevant to the investigation, including the existence,  
23 description, nature, custody, condition, and location of books, documents, and other  
24 tangible items, and the identity and location of persons having knowledge of relevant  
25 facts, or other material reasonably calculated to lead to the discovery of admissible  
26 evidence.

27 (c) Upon failure without lawful excuse to obey a subpoena or to give  
28 testimony, and upon reasonable notice to all persons affected by the failure, the  
29 department may apply to the superior court for an order compelling compliance.

30 **Article 4. Advances.**

31 **Sec. 06.50.400. Advance agreement.** (a) An advance shall be documented in

1 a written agreement that is signed by the advance recipient and on a form approved by  
2 the department.

3 (b) The agreement must clearly and conspicuously disclose

4 (1) the name of the licensee;

5 (2) the date of the advance;

6 (3) the principal amount of the advance;

7 (4) a statement of the total amount of fees that may be charged under  
8 AS 06.50.460(a) as a condition of making the advance, expressed both as a dollar  
9 amount and as an annual percentage rate;

10 (5) the repayment terms;

11 (6) the due date;

12 (7) an itemization of all disbursements, including disbursements to  
13 third parties;

14 (8) the name and title of the employee who signs the agreement on  
15 behalf of the licensee; and

16 (9) any other item required to be disclosed under state or federal law.

17 (c) The written agreement required by (a) of this section may not require an  
18 advance recipient to waive any rights under 15 U.S.C. 1692 - 1692o (Fair Debt  
19 Collection Practices Act) or other state or federal laws that regulate debt collection  
20 practices.

21 **Sec. 06.50.410. Maximum amount of advances.** A licensee, including a  
22 licensee with more than one location, may not make advances to an advance recipient  
23 that exceed \$500 outstanding in advances to the recipient at one time.

24 **Sec. 06.50.420. Prohibition on dividing advance amount or increasing**  
25 **number of advances.** A licensee may not induce or permit an advance recipient to  
26 divide the amount of an advance, or to become obligated, directly, contingently, or  
27 both, for more than one advance at the same time, if the purpose or result is to obtain  
28 additional origination fees under AS 06.50.460(a)(1).

29 **Sec. 06.50.430. Prohibition on collateral and services.** The licensee may  
30 not accept collateral or services as security for or payment of an advance.

31 **Sec. 06.50.440. Duration of advances.** The minimum duration of an advance

1 is 14 days.

2 **Sec. 06.50.450. Prohibition on advances on behalf of another.** A licensee  
3 may not make an advance to a person who purports to be acting on behalf of another  
4 person.

5 **Sec. 06.50.460. Fees.** (a) Notwithstanding any other provision of law, except  
6 for the fee allowed under AS 06.50.510(b)(3) and where federal law provides  
7 otherwise, a licensee may only charge

8 (1) a nonrefundable origination fee in an amount not to exceed \$5; and

9 (2) a fee that does not exceed \$15 for each \$100 of an advance, or 15  
10 percent of the total amount of the advance, whichever is less.

11 (b) A licensee may not charge a fee other than the fees allowed under (a) of  
12 this section.

13 (c) The fees allowed by (a) of this section are considered earned at the time of  
14 the transaction and may not be prorated.

15 (d) A licensee may not charge the advance recipient an additional fee to access  
16 the proceeds of an advance.

17 **Sec. 06.50.470. Renewal of advance.** (a) The minimum term of a renewal of  
18 an advance is 14 days.

19 (b) A licensee may not renew an advance more than two consecutive times,  
20 after which the licensee shall require the advance recipient to repay the advance in  
21 full.

22 (c) A licensee may not renew an advance for a fee greater than the fee under  
23 AS 06.50.460(a).

24 **Sec. 06.50.480. Rescission.** A person who receives an advance may rescind  
25 an advance without cause and without cost, except for the nonrefundable origination  
26 fee, at any time before the close of business on the business day following the day on  
27 which the advance was made by paying the principal amount of the advance to the  
28 licensee in cash or other immediately available funds.

29 **Sec. 06.50.490. Prohibited arbitration requirement.** A licensee may not  
30 require a recipient to agree to mandatory arbitration.

31 **Sec. 06.50.500. Posted fee notice.** A licensee shall post a notice in each

1 business location that discloses the fees that the licensee charges for advances. The  
2 fees in the notice must be expressed as a dollar amount, as an annual percentage rate  
3 for 14 days for each \$100, and as an annual percentage rate for 30 days for each \$100.  
4 The notice must also contain any other reasonably necessary information required by  
5 the department by regulation. The notice shall be posted so that it is conspicuous to an  
6 advance recipient or a potential advance recipient. The lettering in the notice must be  
7 legible and at least one inch in height.

8 **Sec. 06.50.510. Required disclosures before disbursement.** (a) Before  
9 disbursing funds under an advance, a licensee shall provide a clearly written statement  
10 that is separate from the written advance agreement required by AS 06.50.400(a).  
11 This disclosure statement must be reviewed and signed by the advance recipient. The  
12 licensee shall keep the signed original in the advance file for the recipient and give a  
13 copy to the recipient.

14 (b) The disclosure statement required by (a) of this section must

15 (1) indicate the advance is intended to address short-term, not long-  
16 term, financial needs;

17 (2) include an explanation of all fees for advances and renewals of  
18 advances;

19 (3) state that the licensee may charge an advance recipient a fee of up  
20 to \$25 if a payment is returned unpaid;

21 (4) state that, in the event of the advance recipient's default, the  
22 licensee may sue the recipient and recover up to \$700 over the amount of the payment  
23 and, if the payment is a check, recover as permitted under AS 06.50.550(b);

24 (5) give the department's address and telephone number for receiving  
25 calls regarding customer complaints and concerns;

26 (6) state that the licensee may not accept collateral or services for an  
27 advance;

28 (7) state that the check given as security for the advance may be  
29 negotiated as part of the advance;

30 (8) state that

31 (A) the advance recipient may rescind the advance without

1 cause at any time before the close of business on the business day following  
2 the day on which the licensee makes the advance by paying the principal  
3 amount of the advance to the licensee in cash or other immediately available  
4 funds;

5 (B) if the advance recipient rescinds under this paragraph, the  
6 origination fee is not refundable, but the licensee may not charge the recipient  
7 another fee, except for a fee up to \$25 if the payment is returned unpaid;

8 (9) state that a criminal action may not be brought against the advance  
9 recipient for failure to pay the advance; and

10 (10) include other information reasonably required by the department  
11 to inform and protect advance recipients.

12 **Sec. 06.50.520. Payment by licensee.** (a) A licensee may give an advance  
13 recipient the amount of the advance in cash, by the licensee's business check, by a  
14 money order, or by a reasonable electronic payment mechanism, including an  
15 electronic funds transfer to the advance recipient's account.

16 (b) A licensee may not use another form of payment than the form of payment  
17 authorized in (a) of this section to make an advance to an advance recipient. In this  
18 subsection, "another form of payment" includes coupons, merchandise, services, or  
19 chattel of any kind.

20 **Sec. 06.50.530. Payment by advance recipient.** (a) An advance recipient  
21 may repay an advance

22 (1) in cash;

23 (2) by negotiation of the recipient's check that secures the advance; or

24 (3) with the agreement of the licensee, a debit card, a cashier's check,  
25 an electronic funds transfer from the recipient's bank account, or a reasonable  
26 electronic payment mechanism to which the parties agree.

27 (b) An advance is paid in full when the advance recipient repays the advance  
28 under (a) of this section, or when the advance recipient rescinds the advance under  
29 AS 06.50.480.

30 (c) A licensee may not accept payment of an advance from the proceeds of  
31 another advance provided by the same licensee.

1           **Sec. 06.50.540. Default fees.** If a payment received from an advance  
2 recipient is returned unpaid to a licensee, the licensee may not collect the fees allowed  
3 by this section unless the fees are disclosed in the agreement for the advance under  
4 AS 06.50.400.

5           **Sec. 06.50.550. Court action after default.** (a) If an advance recipient  
6 defaults, before initiating any action in court against the recipient, a licensee

7                   (1) shall attempt in good faith to contact the advance recipient at  
8 reasonable times by telephone or mail to discuss the delinquency and to offer the  
9 recipient a payment plan under (2) of this subsection;

10                   (2) shall offer the recipient a payment plan under which

11                           (A) the recipient may repay the delinquent advance over an  
12 extended period of time, which may not exceed six months;

13                           (B) at least five percent of the outstanding balance is due when  
14 the payment plan is signed;

15                           (C) an additional fee by the licensee is not allowed, except for  
16 the fee permitted in (D) of this paragraph;

17                           (D) the licensee may charge the recipient a fee that may not  
18 exceed \$25;

19                   (3) in addition to the contact required by (1) of this subsection, shall  
20 send a certified letter to the recipient's last known address at least 15 days before the  
21 action that makes the offer described in (2) of this subsection and that informs the  
22 recipient of the licensee's intent to proceed with legal action.

23           (b) The licensee may initiate legal action against a defaulting recipient to  
24 recover damages, fees, and costs allowed under AS 09.68.115 if the licensee has  
25 complied with (a) of this section. Notwithstanding AS 09.68.115, the total of all  
26 damages, fees, and costs, including damages recovered under AS 09.68.115(a), may  
27 not exceed the amount of the payment by \$700.

28           **Sec. 06.50.560. Threat of criminal action prohibited.** A licensee may not  
29 threaten an advance recipient with criminal action as a result of the recipient's default.

30           **Sec. 06.50.570. Third-party collector.** If a payment obligation is assigned to  
31 a third party for collection, the third-party collector shall comply with the provisions

1 of

2 (1) AS 06.50.540 and 06.50.550 to the extent those provisions have not  
3 been satisfied by the licensee; and

4 (2) AS 06.50.560.

5 **Article 5. Miscellaneous Provisions.**

6 **Sec. 06.50.600. Regulations.** The department may adopt regulations under  
7 AS 44.62 (Administrative Procedure Act) to implement this chapter.

8 **Sec. 06.50.610. Relationship to federal and other state law.** (a) If a  
9 provision of this chapter is preempted by or conflicts with federal law in a particular  
10 situation, the provision does not apply to the extent of the preemption or conflict.

11 (b) If a provision of this chapter conflicts with another state law in a particular  
12 situation, the provision in this chapter governs to the extent of the conflict.

13 **Article 6. General Provisions.**

14 **Sec. 06.50.900. Definitions.** In this chapter, unless the context requires  
15 otherwise,

16 (1) "advance" means a deferred deposit advance;

17 (2) "advance recipient" means a borrower to whom an advance is  
18 made;

19 (3) "control," in the case of a person who is not a natural person,  
20 means direct or indirect ownership, the right to vote or otherwise control 10 percent or  
21 more of the governance interests of the entity, or the ability of a person to elect a  
22 majority of the directors;

23 (4) "deferred deposit advance" means a transaction in which a person

24 (A) accepts a dated check from a person seeking an advance;

25 (B) agrees to hold the check for a specified period of time  
26 before depositing or otherwise negotiating the check; and

27 (C) pays to the advance recipient, credits to the account of the  
28 advance recipient, or pays to another person on behalf of the advance recipient  
29 the amount of the check less the charges allowed under this chapter;

30 (5) "department" means the Department of Community and Economic  
31 Development;

- 1 (6) "license" means a license issued under this chapter;  
2 (7) "licensee" means a person to whom a license has been issued under  
3 this chapter.

4 \* Sec. 3. AS 44.62.330(a) is amended by adding a new paragraph to read:

5 (61) Department of Community and Economic Development relating  
6 to the licensing and regulation of persons making deferred deposit advances under  
7 AS 06.50.

8 \* Sec. 4. The uncodified law of the State of Alaska is amended by adding a new section to  
9 read:

10 TRANSITION: EXISTING ACTIVITIES. (a) Notwithstanding the licensing  
11 requirements of AS 06.50.010 - 06.50.090, enacted by sec. 2 of this Act, a person who, on the  
12 day before the effective date of secs. 1 - 4 of this Act, is engaged in the business of making  
13 deferred deposit advances may continue to make deferred deposit advances for 60 days after  
14 the effective date of secs. 1 - 4 of this Act without being licensed under AS 06.50, enacted by  
15 sec. 2 of this Act. Beginning on the 61st day after the effective date of secs. 1 - 4 of this Act,  
16 a person described in this subsection shall be licensed under AS 06.50.010 in order to  
17 continue making deferred deposit advances.

18 (b) In this section, "deferred deposit advance" has the meaning given in  
19 AS 06.50.900, enacted by sec. 2 of this Act.

20 \* Sec. 5. The uncodified law of the State of Alaska is amended by adding a new section to  
21 read:

22 TRANSITIONAL PROVISIONS: REGULATIONS. The Department of Community  
23 and Economic Development may proceed to adopt regulations necessary to implement this  
24 Act. The regulations take effect under AS 44.62 (Administrative Procedure Act), but not  
25 before the effective date of secs. 1 - 4 of this Act.

26 \* Sec. 6. Section 5 of this Act takes effect immediately under AS 01.10.070(c).

27 \* Sec. 7. Sections 1 - 4 of this Act take effect January 1, 2005.

# FISCAL NOTE

**STATE OF ALASKA**  
**2004 LEGISLATIVE SESSION**

Fiscal Note Number: 1  
 Bill Version: CSHB 389(L&C)  
 (H) Publish Date: 3/3/2004

Revision Date/Time (Note if correction): \_\_\_\_\_ Dept. Affected: DCED  
 Title Deferred Deposit Advances BRU Division of Banking & Securities  
(Payday Loans) Component \_\_\_\_\_  
 Sponsor House Labor & Commerce  
 Requester House Labor & Commerce Component No. \_\_\_\_\_

**Expenditures/Revenues (Thousands of Dollars)**

Note: Amounts do not include inflation unless otherwise noted below.

OPERATING EXPENDITURES	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Personal Services						
Travel						
Contractual						
Supplies						
Equipment						
Land & Structures						
Grants & Claims						
Miscellaneous						
<b>TOTAL OPERATING</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

<b>CAPITAL EXPENDITURES</b>						
-----------------------------	--	--	--	--	--	--

<b>CHANGE IN REVENUES ( )</b>						
-------------------------------	--	--	--	--	--	--

**FUND SOURCE (Thousands of Dollars)**

1002 Federal Receipts						
1003 GF Match						
1004 GF						
1005 GF/Program Receipts						
1037 GF/Mental Health						
Other (Specify Type-Do not abbreviate)						
<b>TOTAL</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Estimate of any current year (FY2004) cost: 0.0  
 Mark this box (X) if funding for this bill is included in the Governor's FY 2005 budget proposal:

**POSITIONS**

Full-time						
Part-time						
Temporary						

**ANALYSIS:** (Attach a separate page if necessary)

This bill has no general fund fiscal impact.

Prepared by: House Labor & Commerce Committee Phone \_\_\_\_\_  
 Division \_\_\_\_\_ Date/Time 3/2/04 10:48 AM  
 Approved by: Rep. Tom Anderson, Chair Date 3/2/2004  
 Agency House Labor & Commerce Committee

CSHB 389/SB 272 - Tim Kelly & Associates  
(907)244-4487

Cash Alaska submission for Compass Piece, Anchorage Daily News, March 9, 2004.  
by: Joe Davidson, General Manager, Cash Alaska, 1415 Gambell, Anch, Ak 99501  
907 277-8224 (ph); 907 277-5204 (fax).

## Payroll Advance Loans Can Prevent Bigger Problems

In my opinion, the Executive Director of AkPIRG, made an excellent case in his Compass article for passing the newly amended bill, CSHB389, regulating payday lending in Alaska. Although I am not personally aware of any payday lending nightmares such as he mentions in his article, I've read of similar situations that have occurred Outside prior to regulation. Currently 38 states are regulated by state statute. This new version, which has been worked on by the Attorney Generals office and the Alaska State Division of Banking and Securities, would go a long way toward eliminating potential abuses in Alaska.

Because the bill would limit rollovers to just two, fees would be held to a reasonable limit, and payday lending would be in line with its stated intent of small, short-term cash advances against a person's next pay check. Generally people use these advances for an unexpected bill or to cover a temporary cash shortfall. In our experience at Cash Alaska, we find that most people don't rollover their advances but pay them off within the 15 day term. The majority of our customers utilize payday advances 5 or fewer times total over the course of 12 months, below the national average.

Most of us have bounced a check at one time or another and are aware that the average Alaskan NSF bank charge is \$18 with an additional merchant charge of \$25. Not only is the \$30 fee for a \$200 advance, as mentioned in the Compass article, a good financial alternative to paying the total of \$43 NSF charges occurring from just one bounced check but it can also prevent additional financial problems. In Alaska, paying rent late by 3 days can cost up to \$100; a credit card late fee can start at \$29; and late payment on a utility bill could result in a temporary loss of service, a late fee, and new hook-up charges. *For most people facing a temporary cash shortage, a payday advance is the best alternative available in the marketplace.*

AkPIRG suggests people could take ATM advances against their credit cards or take out a small loan from a bank or credit union. Although most payday advance customers have credit cards, they are often maxxed out. In Alaska and across the country, most banks and credit unions simply don't offer the small loans of \$500 and under because they aren't economically feasible for them, as they are far riskier and present more collection problems. In fact, the growth of the payday lending industry is a direct result of meeting a consumer demand in the financial services market that wasn't being met by more traditional lending institutions.

The article accurately reported that payday lending is unregulated in the State of Alaska. However, Cash Alaska operates under the \$500 exemption in the Small Loans Act which has been affirmed by both a court case and in writing by the Division of Banking and Securities. The industry could continue to operate legally regardless of whether a law passes this year or not. Isn't it better that Alaska, like other states, enact these consumer protections and regulate the industry rather than continue to allow unsupervised lending?

By passing the recently amended CSHB389 and regulating the payday lending industry, consumers will receive protections against abusive lenders and have the choice of a financial service that can help them out until their next payday while preventing the expensive consequences of late payments and the resulting bad credit rating. They won't find that the only alternative for short term cash might be an Internet site operating from Outside and charging up to \$60 for a \$200 loan. They will have the choice of an efficient financial service, employing Alaskans locally, under the supervision of the Alaska Division of Banking and Securities.

## COMPARISON OF CSHB389 TO CURRENT LAW

	<b>CSHB389 DEFERRED DEPOSIT BILL</b>	<b>CURRENT STATUS</b>
<b>REGULATION</b>	Specifically, and by law	Operates under Small Loan Act Exemption of \$500
<b>AUDIT &amp; INVESTIGATIONS</b>	Minimum every 18 months	None
<b>REGULATORY OVERSIGHT</b>	State Division of Banking & Securities	None
<b>STATISTICS/REPORTS</b>	Submissions to Division of Banking	None
<b>ADVANCE LIMIT</b>	\$500	\$500
<b>ROLLOVERS</b>	Limit of 2	No Limit
<b>ALLOWABLE FEE</b>	\$15/ \$100 advanced - \$5 origination fee	Decided by individual lenders
<b>TERMS OF ADVANCE</b>	Minimum of 14 days	Between lender and consumer
<b>CONSUMER PROTECTIONS</b>	<p>Right of Rescission mandated</p> <p>Required disclosure of charges, interest, terms, penalties, and rights</p> <p>Certified mailing to borrower offering payment plan option before legal action</p> <p>Payment plan option for up to 6 months with no add'l charge except \$25 fee</p>	<p>No Right of Rescission required</p> <p>Annual Percentage Rate only</p> <p>Legal action 15 days after notification by mail to consumer</p> <p>Between lender and consumer</p>
<b>PENALTY FOR BAD CHECK</b>	Limits penalty to \$700	Limits penalty to \$1000

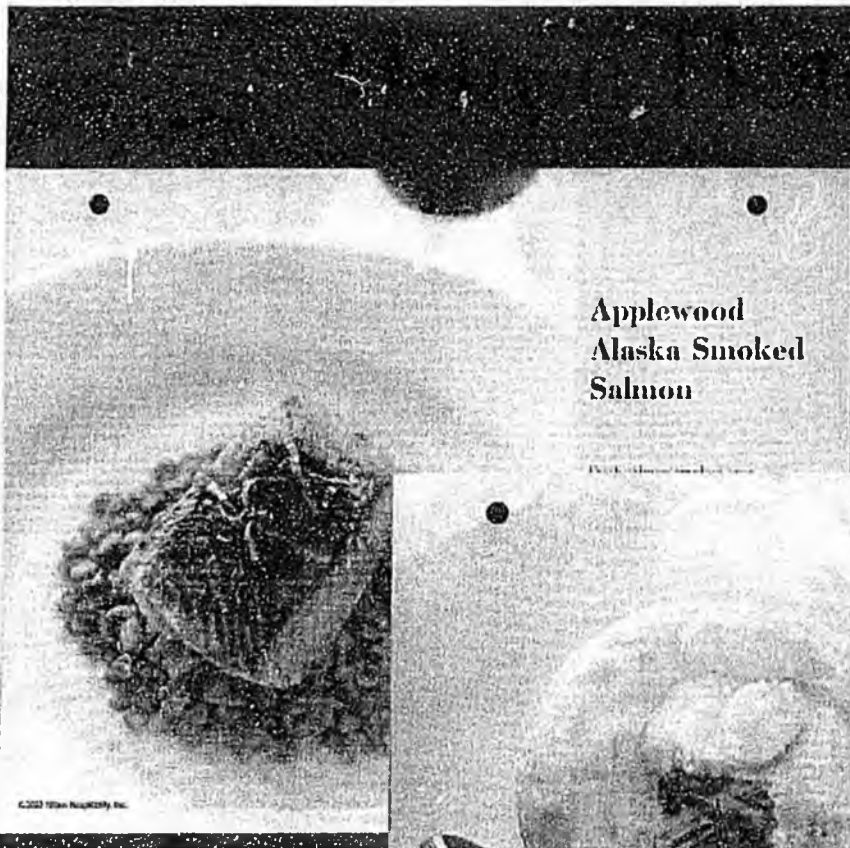
SB

273



# Fulton's Crab House - Walt Disney World





**Applewood  
Alaska Smoked  
Salmon**

*Applewood Smoked Salmon*

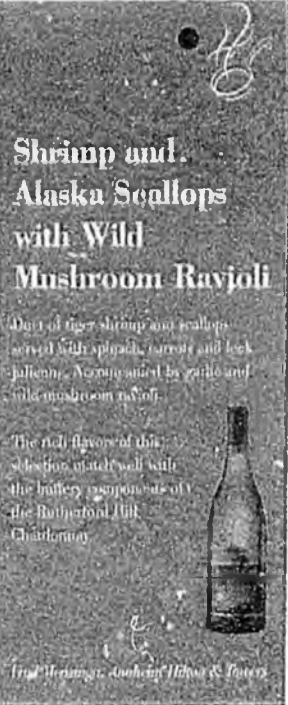
©2002 H&B Hospitality, Inc.



**Alaska Scallops  
and Fennel  
Bisque en Croute**

*Alaska Scallops and Fennel Bisque en Croute*

©2002 H&B Hospitality, Inc.



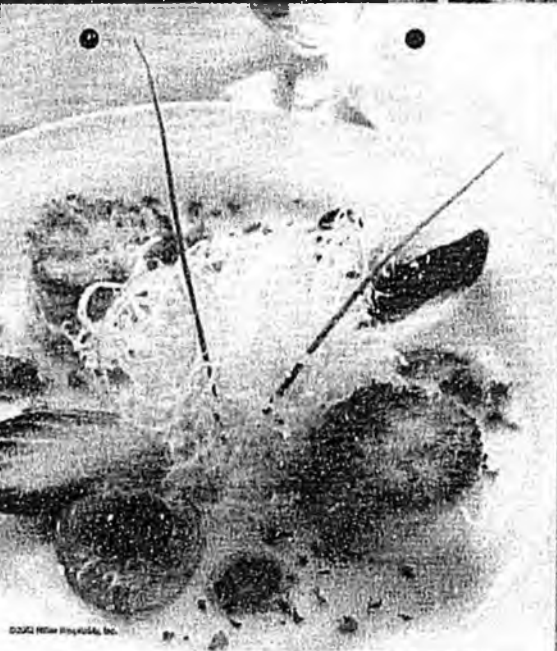
**Shrimp and  
Alaska Scallops  
with Wild  
Mushroom Ravioli**

Days of tiger shrimp and scallops served with spinach, carrots and leek pappardelle. Accompanied by garlic and wild mushroom ravioli.

The rich flavors of this selection match well with the buttery components of the Rubicon Hill Chardonnay.



*Rubicon Hill, Sonoma, California*



**Pan-Seared Alaska  
Crab and Cod  
Cakes with  
Tomato Herb  
Tartar**

Pan-seared crab and cod cakes with a tomato herb tartar.



*Penfold's Koonunga Hill, Australia*

©2002 H&B Hospitality, Inc.



**Yukon Gold  
Potato Crusted  
Alaska Halibut**

Yukon gold potato crusted halibut with oregano remoulade and olive oil.

The Yukon gold potato crust provides a buttery component to the halibut that is complemented by the similar characteristics of the Penfold's Koonunga Hill Chardonnay.

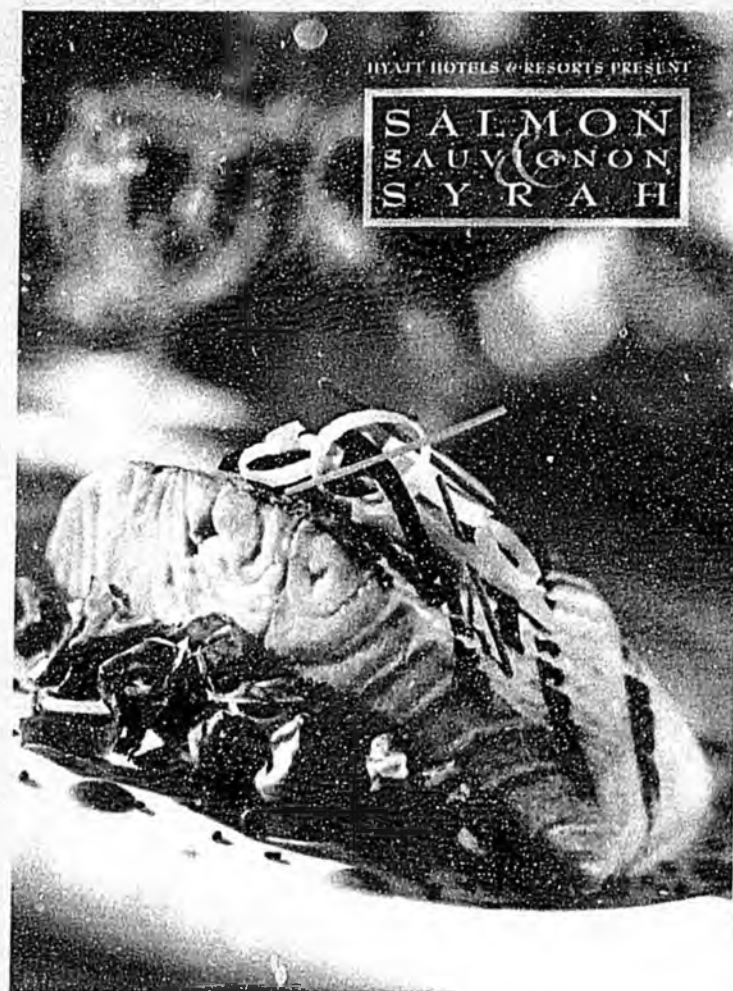


*Penfold's Koonunga Hill, Australia*

©2002 H&B Hospitality, Inc.



# Hyatt Hotels



HYATT HOTELS & RESORTS PRESENT

SALMON  
SAUVIGNON  
SYRAH

HYATT HOTELS & RESORTS PRESENT

SALMON  
SAUVIGNON  
SYRAH

**A P P E T I Z E R S**

*Alaskan Salmon Spring Roll* 0.00  
With Soy and Rice Vinegar Dipping Sauce

*Alaskan Salmon Cake* 0.00  
With Avocado Salsa and Aged Balsamic Vinegar

**S I G N A T U R E E N T R É E S**






*Char Sui Alaskan Salmon* 0.00  
With a Stir Fry of Uta Tendrils, Shiitake Mushrooms  
and a Julienne of Red Pepper and Tomato

*Alaskan Salmon Niçoise* 0.00  
With Saffron Potatoes, Olives and Roasted Tomatoes

*Baked Alaskan Salmon* 0.00  
Served on Mediterranean Orzo

**W I N E S E L E C T I O N S**

	Class	Half
<i>Château Ste Michelle, Sauvignon Blanc</i>	0.00	00.00
<i>Columbia Crest, Sauvignon Blanc</i>	0.00	00.00
<i>Villa Mt. Eden, Sauvignon Blanc</i>	0.00	00.00
<i>Fetzer, Echo Ridge, Sauvignon Blanc</i>	0.00	00.00
<i>Villa Mt. Eden, Syrah</i>	0.00	00.00
<i>Fetzer, Valley Oaks, Syrah</i>	0.00	00.00

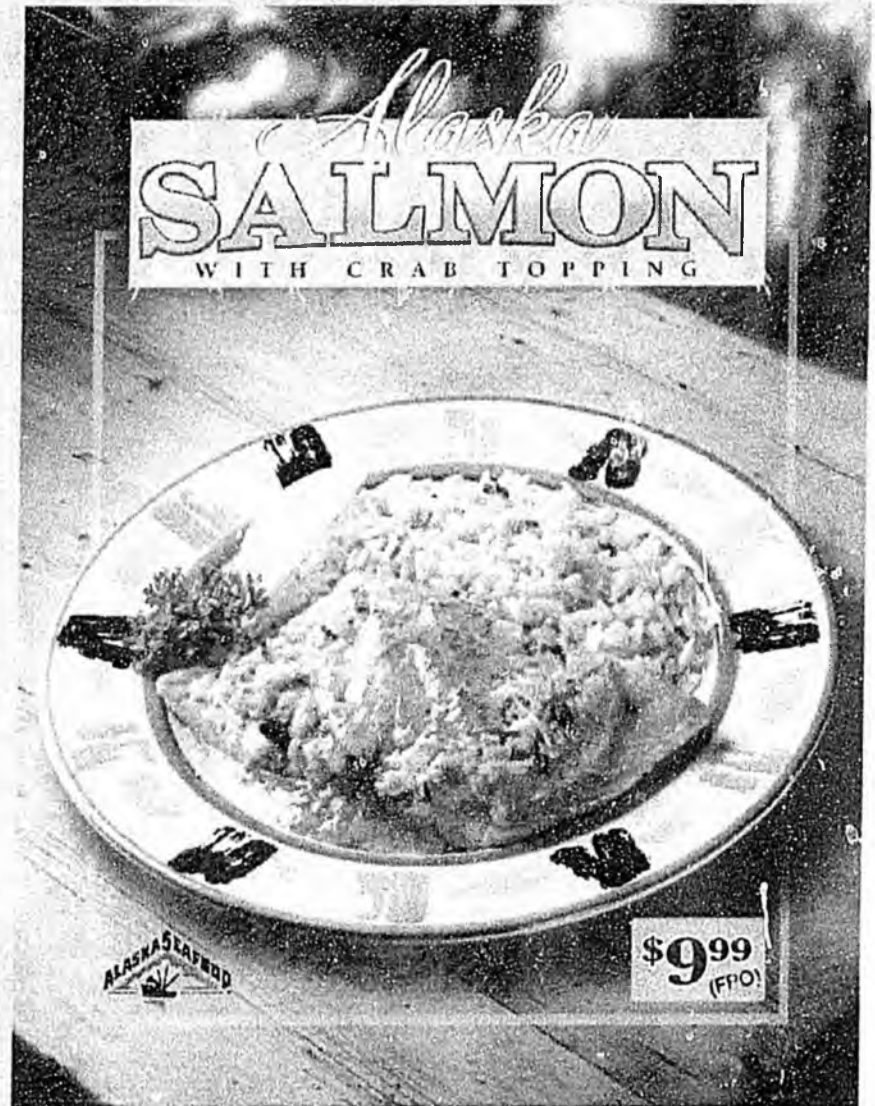








# Sizzler



 Alaska Salmon  
with Crab Topping



*Alaska*  
**SALMON**  
WITH CRAB TOPPING

**\$9.99**  
(FPO)

# Steak & Ale

**NEW**

## ALASKAN ROCK SOLE WITH SHRIMP

Baked boneless fillet of sole, finished with six shrimp and garlic butter. 13.99



*Abundant, wild and naturally caught to provide the healthiest and purest seafood in the world.*



# Look What's

## NEW

### Appetizers

STARTER SAMPLER

BUFFALO WINGS

**NEW**

### Entrees

GRILLED CHICKEN AND SPINACH SALAD

GRILLED CHICKEN PASTA WITH GARLIC CREAM

LINGUINI WITH MOZZARELLA

ALASKAN ROCK SOLE WITH SHRIMP

**NEW**

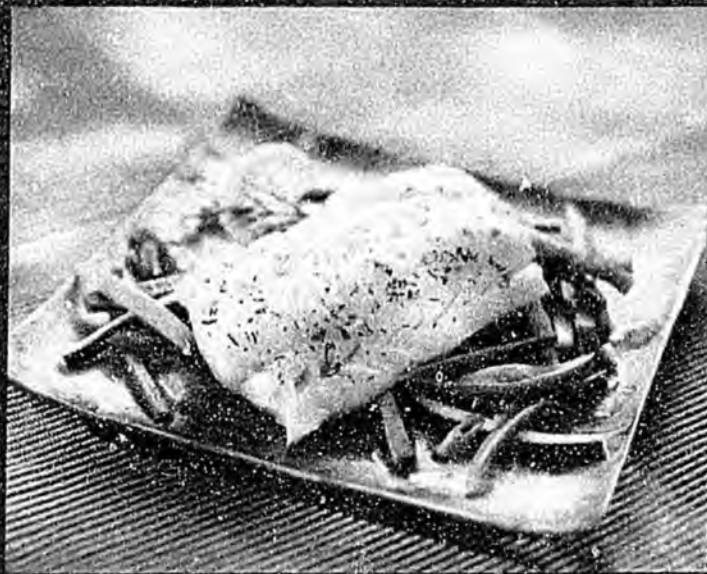
### Dessert

CHOCOLATE CHIP COOKIE SUNDAE

# ASMI & Reynolds Lent 2004

**Participating Stores: 8,672**

Promotional partnerships leverage dollars



January 28, 2004

ASMI Domestic Retail Program



# Tradeshows

Why Settle for Anything But the Best ?

Genuine  
Beer ?



GERMANY!

Genuine  
Alaska Pollock ?



ALASKA!

- Best Managed Whitefish Supply
- Best Resource Sustainability
- Best Single Frozen Quality

Genuine  
Champagne ?



FRANCE!

January 28, 2004

ASMI Domestic Retail Program



# Ask for Alaska!



## Alaska Frozen Seafood

COOKING WITH

QUICK & EASY RECIPES



### Sesame Ginger Alaska Salmon

Meal in 30 Minutes

MAKES 4 SERVINGS

4 frozen Alaska Salmon steaks OR filets  
(6 oz. each)

1 lemon, cut into 8 thin slices

5 green onions, cut into 2" strands,  
reserving 1/4 cup strands

2 Tbsp. dark sesame oil

2 Tbsp. minced and packed ginger

1/2 cup chopped fresh cilantro OR  
1 1/2 Tbsp. dried cilantro

1/2 cup sake OR dry sherry

1/2 cup light soy sauce

Rinse any ice glaze from Alaska Salmon under cold water; pat dry with paper towel. Set oven to broil, with rack 4 to 5 inches from heating element. Line a shallow baking sheet or dish with aluminum foil; coat with nonstick spray. Distribute non-reserved onions and cilantro evenly on pan in 4 piles (the size of the salmon portions). Top each pile with 2 lemon slices. Combine sesame oil and ginger; spoon about 1 teaspoon of mixture over each pair of lemon slices. Top with salmon portions. Add sake and soy sauce to remaining oil mixture; blend and spoon over salmon portions. Broil until salmon is nicely browned, about 8 minutes. Turn off broiler; set oven to 375°F. Finish cooking salmon until *just* done, and center flakes with a knife, about 7 to 8 minutes. Do not overcook. Serve garnished with reserved green onions.

**NUTRITION FACTS:** 382 calories, 16g total fat, 3g sat fat, 168mg cholest., 1031mg sodium,  
7g total carb., 47.6g protein, 2g fiber and 1.5g omega-3 fatty acids.

### Kids' Grilled Alaska Halibut with Apples



# ASK FOR ALASKA!



## Alaska Frozen Seafood

COOKING WITH

QUICK & EASY RECIPES



### Sesame Ginger Alaska Salmon

Meal in 30 Minutes

MAKES 4 SERVINGS

- 4 frozen Alaska Salmon steaks OR fillets (6 oz. each)
- 5 green onions, cut into 2" strands, reserving 1/4 cup strands
- 1/2 cup chopped fresh cilantro OR 1 1/2 Tbsp. dried cilantro

- 1 lemon, cut into 8 thin slices
- 2 Tbsp. dark sesame oil
- 2 Tbsp. minced and packed ginger
- 1/3 cup sake OR dry sherry
- 1/4 cup light soy sauce

Rinse any ice glaze from Alaska Salmon under cold water; pat dry with paper towel. Set oven to broil, with rack 4 to 5 inches from heating element. Line a shallow baking sheet or dish with aluminum foil, coat with nonstick spray. Distribute non-reserved onions and cilantro evenly on pan in 4 piles (the size of the salmon portions). Top each pile with 2 lemon slices. Combine sesame oil and ginger; spoon about 1 teaspoon of mixture over each pair of lemon slices. Top with salmon portions. Add sake and soy sauce to remaining oil mixture; blend and spoon over salmon portions. Broil until salmon is nicely browned, about 8 minutes. Turn off broiler; set oven to 375°F. Finish cooking salmon until *just* done, and center flakes with a knife about 7 to 8 minutes. Do not overcook. Serve garnished with reserved green onions.

**NUTRITION FACTS:** 382 calories, 16g total fat, 3g sat fat, 168mg cholest, 1031mg sodium, 7g total carb, 47.6g protein, 2g fiber and 1.5g omega-3 fatty acids.

### Kids' Grilled Alaska Halibut with Apples



## Creamy Mushroom Alaska Salmon Bake

Meal in 20 Minutes

MAKES 4 SERVINGS

1 can (10.75 oz.) condensed cream of mushroom soup  
1/2 cup skim milk  
1 teaspoon dried chopped onion  
1/4 teaspoon each tarragon and garlic powder

4 frozen Alaska Salmon steaks or filets (6 oz. each)  
1 bag (1 lb.) frozen chopped broccoli  
4 pieces parchment paper or aluminum foil (12 x 14-inches each)

Blend soup, milk, onion, tarragon, and garlic powder in small bowl. Rinse any ice glaze from Alaska Salmon under cold water; pat dry with paper towel. Place about 1 cup of broccoli in the center of each piece of parchment paper; top with salmon portion and about 1/2 cup of soup mixture. Pull shortest sides of parchment paper together, folding over several times to seal; twist ends to completely close package. Microwave on medium power, rearranging packages during cooking if needed, for 10 to 15 minutes or until center of salmon *just* flakes.

**Oven Variation:** Seal broccoli, salmon, and soup mixture in aluminum foil packets as directed above. Bake at 400°F for 30 to 35 minutes, until center of salmon *just* flakes.

**NUTRITION FACTS:** 324 calories, 12.5g total fat, 3g sat fat, 127mg cholest, 656mg sodium, 13g total carb, 40g protein, 3.7g fiber and 1.3g omega-3 fatty acids.

## Southern-Style Alaska Cod Cakes with Remoulade Sauce



**Imagine:** In 30 minutes, you could be savoring Southwest Grilled Alaska Salmon with Fruit Salsa or Kids' Grilled Alaska Halibut with Apples made with frozen filets. Now *that's* convenience.

### Foolproof Tips for Cooking Frozen Fish:

- **Equip yourself with the Right Equipment:** For range-top grilling and sautéing, use a heavy aluminum nonstick skillet or ridged stovetop grill pan.
- **Test the Temperature:** Pans and oven/broiler must be hot (around 400°F) before you start cooking. To test the temperature of a stovetop pan, sprinkle a few drops of water on the skillet: if they immediately pop off the surface, you're good to go.
- **Check the Oil:** Using a pastry brush, lightly brush frozen fish with soy, safflower, peanut or grapeseed oil. These high smoke point oils work best for high heat cooking. (Avoid butter, sunflower oil, or olive oil.)
- **Spare the Spices:** When sautéing or stovetop grilling, avoid seasoning the fish with dry spices before it is placed in the pan. (Since the pan is very hot, the spices will burn and stick to the pan.)
- **Size up the Portions:** If seafood portions are not of uniform size, add the smaller pieces later in the cooking process.
- **Flip Your Fish:** When sautéing or grilling on the range top, cook 3 to 4 minutes until the bottom is nicely browned or grill marked, then turn the fish over, cover the pan tightly, and reduce the heat to medium to finish cooking. The moist heat evenly penetrates and cooks fish without overcooking or drying. When broiling, cook fish 4 to 5 inches from the heating element until the top is brown, then flip your fish and continue broiling until the fish is done. (If the recipe advises against turning, broil the seafood until the top is brown, then turn off the broiler, set the oven to 375°F and continue cooking until the fish is done.)
- **Cook Just Until Done:** To check for doneness, slide a sharp knife tip into the center of a cooking seafood portion, checking for resistance and color. There should be a light resistance to the knife, and the fish should be *slightly* translucent in the middle. Remove the fish from heat at this stage, as it will continue to cook after it is removed from the heat. (Remember: The easiest way to ruin a seafood dinner is to overcook the fish.)

For additional tips and more mouthwatering recipes, see what's cooking on our website:  
[www.alaskaseafood.org](http://www.alaskaseafood.org)

For additional tips and more mouthwatering recipes, see what's cooking on our website:

- **Flip Your Fish:** When sautéing or grilling on the range top, cook 3 to 4 minutes until the bottom is nicely browned or grill marked, then turn the fish over, cover the pan tightly, and reduce the heat to medium to finish cooking. The moist heat evenly penetrates and cooks fish without overcooking or drying. When broiling, cook fish 4 to 5 inches from the heating element until the top is brown, then flip your fish and continue broiling until the fish is done. (If the recipe advises against turning, broil the seafood until the top is brown, then turn off the broiler, set the oven to 375°F and continue cooking until the fish is done.)
- **Cook Just Until Done:** To check for doneness, slide a sharp knife tip into the center of a cooking seafood portion, checking for resistance and color. There should be a light resistance to the knife, and the fish should be *slightly* translucent in the middle. Remove the fish from heat at this stage, as it will continue to cook after it is removed from the heat. (Remember: The easiest way to ruin a seafood dinner is to overcook the fish.)

**Size up the Portions:** If seafood portions are not of uniform size, add the smaller pieces later in the cooking process.

**Prepare salsa:** Thaw mango chunks at low setting in microwave, 4 to 5 minutes. Dice mango and add to bowl. Stir in remaining salsa ingredients; set aside.

**Prepare salmon:** Rinse any ice glaze from Alaska Salmon under cold water; pat dry with paper towel. Measure salt, cumin, celery seed, garlic, and cayenne into a small bowl; mix in lime juice and oil. Heat a heavy aluminum nonstick skillet or ridged stovetop grill pan over medium-high heat. While pan heats, brush half of spice mixture onto one side of the salmon. When pan is hot, place salmon on the grill, seasoned side down. Cook, uncovered, about 3 to 4 minutes, until well grill-marked. Brush tops of salmon with remaining spice mixture and carefully turn salmon over. Cover pan tightly and reduce heat to medium. Cook an additional 5 to 8 minutes and remove from heat when just done, and center flakes with a knife. Do not overcook. Serve hot with fruit salsa.

- FRUIT SALSA**  
1 lb frozen or refrigerated mango chunks OR peaches  
1/2 cup red onion, finely diced  
1/2 cup cilantro, chopped coarse OR 1 Tbsp. dried cilantro  
1/4 cup lime juice  
1 teaspoon roasted peanut OR extra virgin olive oil
- GRILLED SALMON**  
4 frozen Alaska Salmon steaks  
or fillets (6 oz each)  
1/4 teaspoon salt  
1/4 teaspoon ground cumin  
1/4 teaspoon celery seed  
1/2 Tbsp. peanut  
1/2 Tbsp. lime juice  
2 teaspoons cayenne pepper  
1/4 teaspoon garlic powder  
1/4 teaspoon grape seed oil

**Meal in 30 Minutes**  
**MAKES 4 SERVINGS**

Southwest Grilled Alaska Salmon with Fruit Salsa

Sesame Ginger Alaska Salmon



Kids' Grilled Alaska Halibut with Apples

- Meal in 25 Minutes** **MAKES 4 SERVINGS**
- 1 large red (Fuji, Braeburn) apple
  - 1 large Golden Delicious apple
  - 1 Tbsp. lemon juice
  - 4 frozen Alaska Halibut steaks OR fillets (6 oz each)
  - 2 teaspoons peanut OR grapeseed oil
  - 2 Tbsp. butter OR margarine
  - 2 Tbsp. brown sugar, packed
  - 1/8 teaspoon ground nutmeg

Core and chop apples in 1/2-inch pieces. Drizzle and toss with lemon juice; set aside.

Heat a heavy aluminum nonstick skillet or ridged stovetop grill pan over medium-high heat. Rinse any ice glaze from Alaska Halibut under cold water; pat dry with paper towel. With pastry brush, lightly coat cooking surfaces of halibut with oil. Place oiled halibut in heated skillet. Cook, uncovered, about 4 to 5 minutes, until bottom is golden. (For best browning, shake skillet occasionally to keep fillets dry and avoid sticking.) Turn halibut over, cover skillet tightly and reduce heat to medium. Cook an additional 4 to 5 minutes and remove from heat when just done, and center flakes with a knife. Do not overcook. Place halibut on plate; remove skin and center bone from halibut steaks, if needed. Break into bite-sized chunks; cover and keep warm.

Add butter, apples, sugar, and nutmeg to clean skillet, cook and stir about 2 minutes over medium heat until apples are crisp-tender. Serve apples with halibut.

**Spicy Variation:** Stir 1/4 teaspoon hot pepper sauce into cooked apples.

**NUTRITION FACTS:** 331 calories, 12g total fat, 4g sat fat, 70mg cholest, 153mg sodium, 19g total carb, 33g protein, 2g fiber and .8g omega-3 fatty acids.

For additional tips and more mouthwatering recipes, see what's cooking on our website:

- **Remember:** The easiest way to ruin a seafood dinner is to overcook the fish.) the fish from heat at this stage, as it will continue to cook after it is removed from the resistance to the knife, and the fish should be *slightly* translucent in the middle. Remove cooking seafood portion, checking for resistance and color. There should be a light **• Cook Just Until Done:** To check for doneness, slide a sharp knife tip into the center of a then turn off the broiler, set the oven to 375°F and continue cooking until the fish is done. (If the recipe advises against turning, broil the seafood until the top is brown, heating element until the top is brown, then flip your fish and continue broiling until the fish without overcooking or drying. When broiling, cook fish 4 to 5 inches from the reduce the heat to medium to finish cooking. The moist heat evenly penetrates and cooks bottom is nicely browned or grill marked, then turn the fish over, cover the pan tightly, and **• Flip Your Fish:** When sautéing or grilling on the range top, cook 3 to 4 minutes until the later in the cooking process.

- **Size up the Portions:** If seafood portions are not of uniform size, add the smaller pieces

**NUTRITION FACTS:** 392 calories, 13g total fat, 2.5g sat fat, 126mg choles, 238mg sodium, 34g total carb, 36g protein, 5g fiber and 1.2g omega-3 fatty acids.

**Prepare salsa:** Thaw mango chunks at low setting in microwave, 4 to 5 minutes. Dice mango and add to bowl. Stir in remaining salsa ingredients; set aside.

**Prepare salmon:** Rinse any ice glaze from Alaska Salmon under cold water, pat dry with paper towel. Measure salt, cumin, celery seed, garlic, and cayenne into a small bowl; mix in lime juice and oil. Heat a heavy aluminum nonstick skillet or ridged stovetop grill pan over medium-high heat. While pan heats, brush half of spice mixture onto one side of the salmon. When pan is hot, place salmon on the grill, seasoned side down. Cook, uncovered, about 3 to 4 minutes, until well grill-marked. Brush tops of salmon with remaining spice mixture and carefully turn salmon over. Cover pan tightly and reduce heat to medium. Cook an additional 5 to 8 minutes and remove from heat when *just* done, and center flakes with a knife. Do not overcook. Serve hot with fruit salsa.

- Fruit Salsa**  
1 lb frozen or refrigerated mango chunks OR peaches  
1/4 cup lime juice  
1/4 cup cilantro, chopped coarse OR 1 Tbsp  
1/3 cup red onion, finely diced  
4 kiwi fruit, peeled and diced  
1/4 teaspoon garlic powder  
1/4 teaspoon cayenne pepper  
2 teaspoons lime juice  
1 1/2 Tbsp peanut OR grapeseed oil
- Grilled Salmon**  
4 frozen Alaska Salmon steaks  
or fillets (6 oz each)  
1/4 teaspoon salt  
1/4 teaspoon ground cumin  
1/4 teaspoon celery seed  
1 1/2 Tbsp peanut OR grapeseed oil
- Meal in 30 Minutes**  
**MAKES 4 SERVINGS**

Southwest Grilled Alaska Salmon with Fruit Salsa

Sesame Ginger Alaska Salmon



Kids' Grilled Alaska Halibut with Apples

- Meal in 25 Minutes** **MAKES 4 SERVINGS**
- 1 large red (Fuji, Braeburn) apple
  - 1 large Golden Delicious apple
  - 1 Tbsp lemon juice
  - 4 frozen Alaska Halibut steaks OR fillets (6 oz each)
  - 2 teaspoons peanut OR grapeseed oil
  - 2 Tbsp butter OR margarine
  - 2 Tbsp brown sugar, packed
  - 1/8 teaspoon ground nutmeg

Core and chop apples in 1/2-inch pieces. Drizzle and toss with lemon juice; set aside.

Heat a heavy aluminum nonstick skillet or ridged stovetop grill pan over medium-high heat. Rinse any ice glaze from Alaska Halibut under cold water; pat dry with paper towel. With pastry brush, lightly coat cooking surfaces of halibut with oil. Place oiled halibut in heated skillet. Cook, uncovered, about 4 to 5 minutes, until bottom is golden. (For best browning, shake skillet occasionally to keep fillets dry and avoid sticking.) Turn halibut over, cover skillet tightly and reduce heat to medium. Cook an additional 4 to 5 minutes and remove from heat when *just* done, and center flakes with a knife. Do not overcook. Place halibut on plate; remove skin and center bone from halibut steaks, if needed. Break into bite-sized chunks; cover and keep warm.

Add butter, apples, sugar, and nutmeg to clean skillet; cook and stir about 2 minutes over medium heat until apples are crisp-tender. Serve apples with halibut.

**Spicy Variation:** Stir 1/4 teaspoon hot pepper sauce into cooked apples.

**NUTRITION FACTS:** 331 calories, 12g total fat, 4g sat fat, 70mg choles, 153mg sodium, 19g total carb, 36g protein, 2g fiber and .8g omega-3 fatty acids.

## Creamy Mushroom Alaska Salmon Bake



## Southern-Style Alaska Cod Cakes with Remoulade Sauce

### Remoulade Sauce:

3 Tbsp. Dijon-style mustard  
1 1/2 Tbsp. low-fat mayonnaise  
1 1/2 Tbsp. extra virgin olive oil  
1 1/2 Tbsp. lemon juice  
1/4 teaspoon cayenne pepper  
1/4 teaspoon paprika  
2 Tbsp. parsley, chopped fine

### Meal In 45 Minutes

#### Cod Cakes:

1 1/2 lbs. frozen Alaska Cod filets  
1/4 teaspoon cayenne pepper  
2 teaspoons grated orange peel  
4 oz. fat-free cream cheese  
1/2 cup egg product OR 2 eggs, beaten

### MAKES 4 SERVINGS

1/3 cup each red and yellow sweet bell peppers, chopped fine  
1/4 cup green onions, chopped fine  
1/4 cup parsley, chopped fine  
2 cloves garlic, minced  
1/2 cup crushed crackers

**Prepare remoulade sauce:** Combine mustard, mayonnaise, olive oil, lemon juice, cayenne pepper, and paprika in small bowl. Stir in parsley. Refrigerate until needed.

**Prepare cod cakes:** In microwaveable covered dish, cook Alaska Cod on medium-high about 15 minutes, or until fully cooked. Drain well, and coarsely chop the fish. Place in food processor or blender; mix until cod breaks up into fibers. Add cayenne pepper, orange peel, cream cheese, eggs, bell peppers, onions, parsley, garlic, and cracker crumbs; mix well. Heat a heavy aluminum nonstick skillet over medium-high heat. Using about 1/3 cup of cod mixture per cake, shape 12 cakes about 1/2-inch thick. Spray skillet with nonstick spray. Place several cakes in skillet; cook about 3 minutes; turn over carefully with spatula. Cover skillet and cook an additional 3 minutes, until set and cooked through. Serve hot with remoulade sauce.

**NUTRITION FACTS:** 331 calories, 12.5g total fat, 2.5g sat fat, 173mg cholest, 738mg sodium, 14g total carb, 40g protein, 1.4g fiber and .5g omega-3 fatty acids.

## Dinner's Ready! From Frozen to Fabulous in a Flash!

You're craving seafood for dinner. But the seafood at the supermarket or at home is frozen. All the better! Alaska frozen seafood can be quickly and easily prepared, without thawing. Try it grilled, broiled, baked, sautéed, or in soups and chowders. Since it's frozen, the seafood cooks slower than fresh, making it easier to prepare perfectly cooked fish that is not overdone and dry.

## Four Reasons to Love Alaska Frozen Seafood:

- 1) The flavor tastes 100% fresh because the seafood is processed and frozen within hours of the catch. (In fact, it's often frozen at sea.)
- 2) The fish is precut to individual serving portions (often with skin and bones removed), so you can serve as much or as little as you like.
- 3) It's easy to store. Keep Alaska frozen seafood on hand in your freezer for last-minute dinners or unexpected guests.
- 4) It's a breeze to prepare. You don't even need to thaw!



# Ask for Alaska!

Alaska Seafood Marketing Institute

311 N. Franklin Street, Suite 200 • Juneau, AK 99801-1147

(800) 478-2903, (907) 465-5560 fax (907) 405-5572

[www.alaskaseafood.org](http://www.alaskaseafood.org)

Product of  
Alaska, U.S.A.

3/07

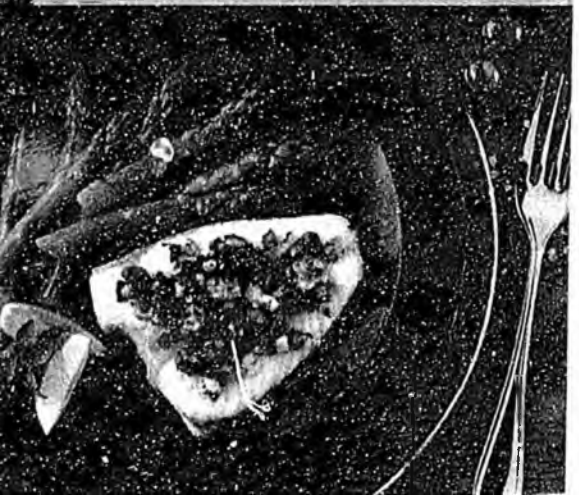
Grilled Alaska Salmon Salad Vinaigrette



Catalonian Cod Soup



Spicy Blue Cheese Alaska Halibut



# Dinner's Ready!

## From Frozen to Fabulous in a Flash

You're craving seafood for dinner. But the seafood at the supermarket – or at home – is frozen. All the better! Alaska frozen seafood can be quickly and easily prepared, without thawing. Try it grilled, broiled, baked, sautéed, or in soups and chowders. Since it's frozen, the seafood cooks slower than fresh, making it easier to prepare perfectly cooked fish that is not overdone and dry.

Imagine: In 30 minutes, you could be savoring Grilled Alaska Salmon Salad Vinaigrette or Spicy Blue Cheese Alaska Halibut made with frozen fillets. Now *that's* convenience.

For additional recipes, visit our website at [www.alaskaseafood.org](http://www.alaskaseafood.org)



# Frozen for Perfection!



Alaska Seafood Marketing Institute  
Corporate Headquarters  
311 N. Franklin Street, Suite 200  
Juneau, AK 99801-1147

(800) 478-2903, (907) 465-5560 Fax: (907) 465-5572  
[www.alaskaseafood.org](http://www.alaskaseafood.org)

Alaska Frozen Seafood  
FREE Recipes Inside!



## Alaska Frozen Seafood:

# Frozen for Freshness

Alaska is the seafood capital of the United States. Boasting over one million square miles of rich fishing waters — more than all of the lower 48 states combined — Alaska yields nearly six billion pounds of wild seafood per year. While the numbers are impressive, so, too, is the quality. That's because Alaska frozen seafood is rapidly processed and frozen within hours of harvest, often at sea, to seal in its natural just-caught flavor. So the fish you enjoy for dinner tonight is every bit as fresh as it was when it was harvested from the ocean.



## The Cold Facts:

When people ask "Is the seafood fresh?" what they really mean is "Is it good quality?" It may come as a surprise, but some of the best and highest-quality seafood is often FROZEN.

Seafood quality cannot be improved once a fish leaves the water; it can only be maintained. Alaska has found high-technology freezing to be a superior method of preserving seafood quality.

The watchwords for maintaining seafood quality are time, temperature, and cleanliness. Seafood, like other foods, needs to be frozen very quickly to prevent cellular damage. Alaska seafood is rapidly chilled and held at 32°F, then flash-frozen at a temperature no higher than -20°F. Glazing (a covering of water that forms a protective sheet of ice) protects the fish from dehydration. Alaska seafood is held or transported at below 0°F. The result of such painstaking attention to detail: perfectly frozen, perfectly delicious seafood bursting with fresh-caught flavor.

## Four Reasons to Love Alaska Frozen Seafood:

- 1) The flavor tastes 100% fresh because the seafood is processed and frozen within hours of the catch. (In fact, it's often frozen at sea.)
- 2) The fish is pre-cut to individual serving portions (often with skin and bones removed), so you can serve as much or as little as you like.
- 3) It's easy to store. Keep Alaska frozen seafood on hand in your freezer for last-minute dinners or unexpected guests.
- 4) It's a breeze to prepare. You don't even need to thaw!

## Foolproof Tips for Cooking Frozen Fish:

### • Equip Yourself with the Right Equipment

For range-top grilling and sautéing, use a heavy aluminum nonstick skillet or ridged stovetop grill pan.

### • Test the Temperature

Pans and oven/broiler must be hot (around 400°F) before you start cooking. To test the temperature of a stovetop pan, sprinkle a few drops of water on the skillet; if they immediately pop off the surface, you're good to go.

### • Check the Oil

Using a pastry brush, lightly brush frozen fish with soy, safflower, peanut or grapeseed oil. These high smoke point oils work best for high heat cooking. (Avoid butter, sunflower oil, or olive oil.)

### • Spare the Spices

When sautéing or stovetop grilling, avoid seasoning the fish with dry spices before it is placed in the pan. (Since the pan is very hot, the spices will burn and stick to the pan.)

### • Size Up the Portions

If seafood portions are not of uniform size, add the smaller pieces later in the cooking process.

### • Flip Your Fish

When sautéing or grilling on the range top, cook 3 to 4 minutes until the bottom is nicely browned or grill marked, then turn the fish over, cover the pan tightly, and reduce the heat to medium to finish cooking. The moist heat evenly penetrates and cooks fish without overcooking or drying.

When broiling, cook fish 4 to 5 inches from the heating element until the top is brown, then flip your fish and continue broiling until the fish is done. (If the recipe advises against turning, broil the seafood until the top is brown, then turn off the broiler, set the oven to 375°F and continue cooking until the fish is done.)

### • Cook Just Until Done

To check for doneness, slide a sharp knife tip into the center of a cooking seafood portion, checking for resistance and color. There should be a light resistance to the knife, and the fish should be slightly translucent in the middle. Remove the fish from heat at this stage, as it will continue to cook after it is removed from the heat. (Remember: The easiest way to ruin a seafood dinner is to overcook the fish.)

For additional tips and more mouthwatering recipes, see what's cooking on our website: [www.alaskaseafood.org](http://www.alaskaseafood.org)



## Grilled Alaska Salmon Salad Vinaigrette

Meal In 35 Minutes  
MAKES 4 SERVINGS

### Dressing:

1/3 cup extra virgin olive oil  
1/4 cup tarragon vinegar  
1 Tbsp. Dijon-style mustard  
1 clove garlic, pressed

### Salad:

4 frozen Alaska Salmon steaks OR fillets (6 oz. each)  
1 large apple, cored & chopped  
1 ripe avocado, peeled & chopped  
1 pkg. (10 oz.) prepared salad greens  
1 navel orange, peeled, seeded, & chopped

1/4 medium red onion, sliced very thin  
1/3 cup slivered almonds  
1/3 cup raisins  
1 Tbsp. lemon juice  
2 teaspoons peanut or grapeseed oil

Mix dressing ingredients in small bowl; set aside. Place chopped apple and avocado in a large salad bowl. Drizzle with lemon juice. Add salad greens, orange, onion, almonds, and raisins; mix.

Heat a heavy aluminum nonstick skillet or ridged stovetop grill pan over medium-high heat. Rinse any ice glaze from Alaska Salmon under cold water; pat dry with paper towel. With pastry brush, lightly coat cooking surfaces of salmon with oil. Place oiled salmon in heated skillet, flattest side of salmon down. Cook, uncovered, about 3 to 4 minutes, until bottom of salmon is well grill-marked. (For best browning, shake skillet occasionally to keep filets dry and avoid sticking.) Turn salmon over, cover skillet tightly and reduce heat to medium. Cook an additional 5 to 8 minutes and remove from heat when just done, and center flakes with a knife. Do not overcook.

Divide salad among four plates; place salmon portion on top of each. Drizzle with vinaigrette dressing.

**NUTRITION FACTS:** 640 calories, 41g total fat, 6g sat fat, 126mg cholest, 209mg sodium, 30g total carb, 40g protein, 8.4g fiber and 1.4g omega-3 fatty acids.

## Catalonian Cod Soup

Meal In 35 Minutes

MAKES 4 TWO-CUP SERVINGS

1 1/2 lbs. frozen Alaska Cod filets  
1/4 cup pine nuts OR slivered almonds, toasted  
4 large garlic cloves, minced  
2 cups chopped fresh OR frozen onions  
1 Tbsp olive oil  
1 large pinch saffron OR 1/2 teaspoon turmeric  
1 can (28 oz.) diced tomatoes, drained

2 cans (14.5 oz. each) fat-free chicken broth  
2/3 cup dry white wine OR additional 1 cup chicken broth  
1/2 cup chopped fresh parsley OR 2 Tbsp dried parsley  
4 slices Italian bread, cut into bite-size pieces and toasted OR 1 1/2 cups croissants

Cover Alaska Cod in microwaveable dish; cook on medium-low (30% power) about 10-15 minutes, just until slightly cooked. Break into 1-inch pieces. In food processor or blender, grind nuts and garlic to a paste. In 5 to 6 quart spray-coated stockpot, cook onions in olive oil until lightly golden. Add paste, cod, saffron or turmeric, tomatoes, chicken broth, and wine. Cook, uncovered, over medium heat until simmering, about 10 minutes. Simmer gently an additional 5 minutes. Mix in parsley and bread; cook 3 minutes. Serve hot.

Great with Alaska Halibut, too!

**NUTRITION FACTS:** 307 calories, 11g total fat, 1g sat fat, 4mg cholest, 510mg sodium, 33g total carb, 15.6g protein, 7g fiber and .1g omega-3 fatty acids.

## Spicy Blue Cheese Alaska Halibut

Meal In 25 Minutes

MAKES 4 SERVINGS

1/2 Tbsp. extra virgin olive oil  
1 teaspoon granulated white sugar  
1/4 teaspoon cayenne pepper  
1/3 cup finely chopped walnuts  
2 cloves garlic, minced

2 Tbsp. lemon juice  
2 teaspoons peanut or grapeseed oil  
4 frozen Alaska Halibut steaks or filets (6 oz. each)  
1/4 cup chopped parsley OR 2 teaspoons dried parsley  
1/2 cup crumbled blue cheese

Heat a small skillet over medium heat. Add olive oil, sugar, pepper, and walnuts. Cook and stir until nuts begin to brown, about 3 to 4 minutes. Remove skillet from heat; stir in garlic, then lemon juice.

Rinse any ice glaze from Alaska Halibut under cold water, pat dry with paper towel. With pastry brush, lightly coat cooking surfaces of halibut with oil. Set oven to broil, with rack 4 to 5 inches from heating element. Line a shallow baking sheet or dish with aluminum foil. Place halibut on lined sheet/dish and broil 7 to 9 minutes (turning halibut over after 5 minutes). Remove from heat when just done, and center flakes with a knife. Do not overcook.

Mix parsley and blue cheese with nuts; distribute evenly over halibut. Broil another 1 to 2 minutes, until blue cheese is melted.

**NUTRITION FACTS:** 358 calories, 19g total fat, 5g sat fat, 67mg cholest, 330mg sodium, 4g total carb, 41g protein, .9g fiber and 1.7g omega-3 fatty acids.

## Alaska Salmon Melts

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1/3 cup low-fat mayonnaise
- 1 teaspoon dried parsley
- 1 teaspoon lemon juice
- 1/2 teaspoon seasoned salt
- 1/4 teaspoon celery seed
- 1 cup shredded Cheddar cheese, divided
- 3 to 4 English muffins, split



15 Minute Meal

**Spread:** Mix salmon with mayonnaise, parsley, lemon juice, seasoned salt, and celery seed. Stir in 1/2 cup cheese.

**Sandwich:** Set oven to broil. Lightly toast cut side of muffins on baking sheet about 5 inches from heat. Spoon 1/4 cup salmon mixture (for 8 servings) or 1/3 cup (for 6 servings) onto each toasted muffin half. Top with remaining cheese. Broil 3 to 4 minutes until cheese melts and is lightly browned.

**Variations:** Substitute shredded pepper-jack OR Swiss cheese for Cheddar.

Makes 6 to 8 servings.

Nutrients per serving: 262 calories, 15.8g total fat, 4.9g saturated fat, 54% of calories from fat, 48.3mg cholesterol, 16.5g protein, 13.4g carbohydrate, 1g fiber, 642.8mg sodium, 226.9mg calcium and 1g omega-3 fatty acids.



## Alaska Salmon Bundles

- 1 can or pouch (6 to 7.5 oz.) Alaska salmon, drained and chunked
- 1 package (3 oz.) softened cream cheese
- 1/4 cup sliced green onions
- 2 teaspoons fresh lemon juice
- 1/2 teaspoon dill weed
- 1 package (8 oz.) regular or reduced-fat refrigerator crescent rolls



30 Minute Meal

**Spread:** In small bowl, blend salmon, cream cheese, green onions, lemon juice and dill weed.

**Sandwich:** Preheat oven to 350°F. Unroll dough; separate into 4 rectangles (double triangle pieces). On each rectangle, press the center diagonal seam together to make a solid crust. Spoon about 1/4 cup salmon filling near a short side of the rectangle. Fold over dough (short side) so edges meet. Press edges with a fork to seal. Transfer bundles to baking sheet; bake 15 to 17 minutes or until golden and puffy. Serve warm.

**Spicy Variations:** Make salmon mixture as directed. Blend in 1/4 cup shredded Parmesan cheese and 1/2 teaspoon Cajun, Mexican, pepper-blend seasoning OR pepper sauce.

Makes 4 servings.

Nutrients per serving: 356.3 calories, 22g total fat, 8.1g saturated fat, 56% of calories from fat, 52.6mg cholesterol, 15.7g protein, 23.5g carbohydrate, .9g fiber, 792.2mg sodium, 145.7mg calcium and 1g omega-3 fatty acids.



## Light-Style Alaska Salmon Croquettes

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1/4 cup plus 2 Tablespoons fat-free or low-fat mayonnaise, divided
- 1/4 cup dry bread crumbs
- 1/4 cup chopped green onions
- 1 egg white
- 1 Tablespoon lemon juice
- 1 teaspoon Cajun, Creole OR blackened seasoning mix OR seasoned salt
- 2 teaspoons margarine OR butter
- 1 teaspoon Dijon-style mustard
- Lemon wedges



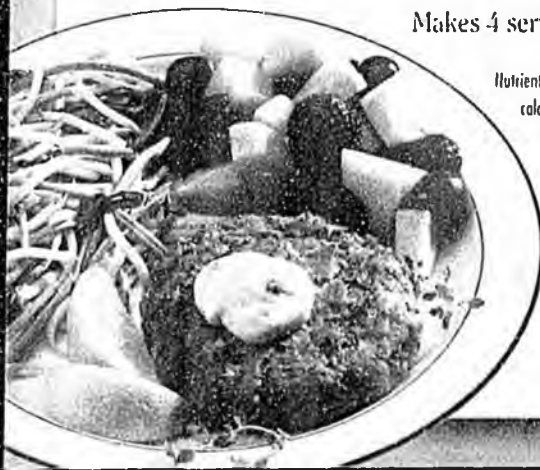
25 Minute Meal

In a medium bowl, combine salmon, 1/4 cup mayonnaise, bread crumbs, green onions, egg white, lemon juice and seasoning. Mix well; shape into four 1/2-inch thick patties. Melt margarine in a large nonstick skillet over medium heat until hot. Add salmon croquettes; cook 3 to 4 minutes per side or until golden brown. Meanwhile, combine remaining 2 tablespoons mayonnaise and mustard. Serve sauce and lemon wedges with croquettes.

*Baked Version: Place patties on spray-coated baking sheet. Bake at 425°F for 15 minutes, turning after 8 minutes.*

Makes 4 servings.

Nutrients per serving: 213.9 calories, 8.7g total fat, 2.9g saturated fat, 37% of calories from fat, 62.7mg cholesterol, 22.6g protein, 10.6g carbohydrate, .4g fiber, 977.6mg sodium, 243.8mg calcium and 1.8g omega-3 fatty acids.



## Mediterranean Salmon Sandwich Loaf

- 3 Tablespoons prepared Italian, Creamy Italian OR Vinaigrette salad dressing
- 1/2 small onion, coarsely chopped
- 1 medium bell pepper, seeded and coarsely chopped
- 1 jar (2 oz.) pimento-stuffed green olives, drained
- 1 can (4 oz.) sliced ripe olives, drained
- 2 garlic cloves, chopped
- 1 teaspoon dried basil leaves
- 1 teaspoon dried oregano leaves
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 loaf Italian OR hearty bread (12-inch or 1 lb.)
- 4 oz. softened OR whipped light cream cheese
- 1-1/2 cups fresh spinach OR lettuce leaves
- 1 large tomato, sliced



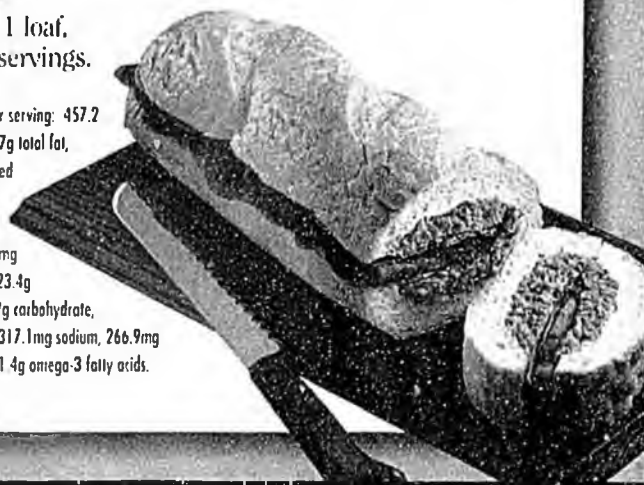
25 Minute Meal

*Spread:* In a food processor or blender, combine dressing, onion, bell pepper, olives, garlic, basil and oregano. Pulse or blend ingredients just until finely chopped; stir in salmon.

*Sandwiches:* Cut bread loaf lengthwise. Remove bread from inside of halves, leaving a 1-inch border. Spread half of cream cheese inside each cut bread half. Spoon and spread salmon mixture over cream cheese. Layer spinach leaves, then top with tomatoes. Close sandwich and wrap very tightly in plastic wrap. Refrigerate until serving.

Makes 1 loaf.  
6 to 8 servings.

Nutrients per serving: 457.2 calories, 15.7g total fat, 4.3g saturated fat, 31% of calories from fat, 42mg cholesterol, 23.4g protein, 55.2g carbohydrate, 4.2g fiber, 1317.1mg sodium, 266.9mg calcium and 1.4g omega-3 fatty acids.



## Grilled Alaska Salmon Burgers

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 1 egg, slightly beaten
- 1/4 cup finely chopped onion
- 1/4 cup thick barbecue sauce
- 1 cup fresh bread crumbs (about 2 slices bread)
- 4 cheese slices, if desired
- 4 hamburger buns or rolls



25 Minute Meal

**Burger Mixture:** Drain salmon thoroughly, squeezing out excess moisture. In bowl, flake salmon with fork. Add egg, onion, barbecue sauce and bread crumbs. Blend thoroughly until mixture is almost smooth.

**Burgers:** Divide and form mixture into 4 patties. Preheat broiler/oven or grill to medium-high heat. Place patties on spray-coated broiling pan or well-oiled grill 4 to 5 inches from heat. Cook about 4 to 5 minutes per side. Add cheese slices, if desired. Serve on buns or rolls.

**Variations:** Teriyaki sauce, thick 'n chunky salsa, chili sauce, OR seafood cocktail sauce may be substituted for barbecue sauce.

Makes 4 servings.

Nutrients per serving: 487.8 calories, 18.1g total fat, 7.1g saturated fat, 34% of calories from fat, 130.5mg cholesterol, 34.4g protein, 44.6g carbohydrate, 2.2g fiber, 1496.4mg sodium, 484.1mg calcium and 1.9g omega-3 fatty acids.

## Alaska Salmon Chili

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained
- 2 cans (15 oz. each) vegetarian chili
- 1/2 teaspoon ground cumin
- Salt and pepper, to taste
- 1/2 cup (2 oz.) low-fat or fat-free shredded Cheddar cheese
- 2 Tablespoons diced onion
- 1/2 cup diced Roma tomatoes
- 1/4 cup low-fat or fat-free sour cream
- 2 Tablespoons chopped cilantro, if desired



20 Minute Meal

Remove skin and bones from salmon (if any); break into chunks. Add chili to saucepan; stir in salmon and cumin. Cook until heated through. Season with salt and pepper to taste. Divide chili among four bowls. Top each with 2 tablespoons cheese, 1/2 tablespoon onion, 2 tablespoons tomato, 1 tablespoon sour cream, and 1/2 tablespoon cilantro.

Makes 4 servings.

Nutrients per serving: 374 calories, 8.1g total fat, 2.3g saturated fat, 20% calories from fat, 63mg cholesterol, 35.8g protein, 38g carbohydrate, 9.1g fiber, 1,352.1mg sodium, 389.8mg calcium and 1.9g omega-3 fatty acids.



## Alaska Salmon Mini-Loaves

- 1 egg OR 2 egg whites, slightly beaten
- 2 Tablespoons fat-free milk
- 1 teaspoon dried minced onion
- 1/2 teaspoon dill weed
- 1/4 teaspoon lemon-pepper seasoning
- 1 cup soft multi-grain OR whole wheat bread crumbs (about 2 slices bread)
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1/2 cup favorite salsa, catsup, OR Ranch dressing



40 Minute Meal

Preheat oven to 350°F. Spray-coat a shallow baking dish. In mixing bowl, blend egg, milk, dried onion, dill weed, and lemon-pepper. Blend in bread crumbs, then salmon. Divide salmon mixture into 4 pieces. Shape each piece into a 4 x 2-inch mini-loaf. Place loaves in dish and lightly spray tops with cooking spray to aid browning. Bake for 25 minutes. Serve warm loaves with 2 tablespoons favorite sauce for dipping or topping.

Makes 4 servings (4 loaves).

Nutrients per serving: 254.3 calories, 10.4g total fat, 2.9g saturated fat, 36% calories from fat, 119.3mg cholesterol, 25.7g protein, 16.1g carbohydrate, .7g fiber, 878.4mg sodium, 290.8mg calcium and 1.8g omega-3 fatty acids.

## Alaska Salmon and Walnut Sandwich

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1/2 cup chopped walnuts\*, toasted
- 1/3 cup low-fat mayonnaise, divided
- 1 Tablespoon Dijon-style mustard
- 1 teaspoon Worcestershire sauce
- 8 slices whole wheat bread OR 4 croissants
- 4 lettuce leaves, shredded



15 Minute Meal

**Spread:** Gently mix salmon with walnuts, 2 tablespoons mayonnaise, mustard, and Worcestershire sauce.

**Sandwich:** Spread remaining mayonnaise evenly on one side of 4 bread slices. Top with salmon mixture. Divide lettuce between sandwiches. Top with remaining 4 bread slices and cut as desired to serve.

\*Or use chopped almonds or pecans, toasted.

Makes 4 servings.

Nutrients per serving: 451.1 calories, 24.2g total fat, 4.1g saturated fat, 48% of calories from fat, 57.5mg cholesterol, 30.2g protein, 29.6g carbohydrate, 4.9g fiber, 1126.3mg sodium, 276.4mg calcium and 2.3g omega-3 fatty acids.



## Glacier Bay Sandwich Bites

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 8 ounces softened OR whipped light cream cheese
- 1/4 teaspoon pepper blend seasoning
- 1 Tablespoon lemon OR lime juice
- 16 pieces firm white OR pumpernickel bread
- 1 small cucumber, sliced thin or diced
- 1 teaspoon dill weed
- Fresh dill OR parsley sprigs for garnish, if desired



20 Minute Meal

**Spread:** Blend salmon with cream cheese, pepper, and lemon or lime juice.

**Sandwiches:** Trim crusts from bread; cut on diagonal into triangles or use large cookie cutters for shapes. Spread about 2 tablespoons of salmon mixture on half the bread triangles (or divide mixture onto all cut shapes for open-faced sandwiches). Top salmon with cucumbers; sprinkle on dill weed. Top triangles with remaining bread. Garnish with fresh dill or parsley sprigs, if desired.

Makes 8 to 16 mini-sandwiches, about 2 cups spread.

Nutrients per serving: 135.3 calories, 4.6g total fat, 2.1g saturated fat, 31% of calories from fat, 21mg cholesterol, 8.9g protein, 13.9g carbohydrate, 1.9g fiber, 386.2mg sodium, 95.1mg calcium and .5g omega-3 fatty acids.



## Alaska Salmon Tetrazzini

- 8 ounces spaghetti or thin spaghetti, uncooked
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 1 Tablespoon margarine OR butter
- 1 package (8 oz.) sliced mushrooms OR 2 cans (4 oz. each) sliced mushrooms, drained
- 2 cloves garlic, minced OR 1 teaspoon bottled minced garlic
- 2 Tablespoons dry sherry (optional)
- 1/2 teaspoon salt
- 1/4 teaspoon pepper
- 2 Tablespoons flour
- 2/3 cup canned evaporated skim milk OR milk
- 1/4 cup thinly sliced green onions OR chives
- 1/4 cup grated Parmesan cheese



30 Minute Meal

Cook spaghetti according to package directions. Meanwhile, drain salmon, reserving liquid. Break salmon into chunks; set aside. Melt margarine in a large nonstick skillet over medium-high heat. Add mushrooms and garlic; cook 5 minutes, stirring occasionally. Add sherry, if desired, and sprinkle with salt and pepper. Add flour; cook 1 minute, stirring constantly. Add milk and reserved salmon liquid; simmer 5 minutes or until sauce thickens, stirring occasionally. Stir in salmon and green onions; heat through. Drain spaghetti; arrange on four serving plates. Top with salmon mixture and cheese.

Makes 4 servings.

Nutrients per serving: 481.5 calories, 12.7g total fat, 4.9g saturated fat, 24% of calories from fat, 71.7mg cholesterol, 40.7g protein, 48.8g carbohydrates, 2.3g fiber, 1072mg sodium, 465.5mg calcium and 1.9g omega-3 fatty acids.



## Alaska Salmon Primavera

2 packages (1 to 1.5 lb. each) frozen pasta with vegetables and Primavera sauce  
 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked



20 Minute Meal

Prepare frozen pasta according to package directions, adding salmon during the last 3 to 5 minutes of cooking time to heat through.

*Variation:* Rinse (in colander under cold water) contents of 2 packages (1 lb. each) of frozen pasta and vegetables; drain. Transfer to bowl. Stir in Alaska salmon, and about 2/3 cup of your favorite bottled dressing (Ranch, Caesar, Italian, etc.). Stir to coat. Serve immediately or refrigerate until serving.

Makes 4 to 6 servings.

Nutrients per serving: 399.3 calories, 16.3g total fat, 5.8g saturated fat, 36% of calories from fat, 62.3mg cholesterol, 28g protein, 36.5g carbohydrate, 6g fiber, 913.3mg sodium, 312.4mg calcium and 1.4g omega-3 fatty acids.



## Wrap-It-Up Alaska Salmon Sandwich

1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked  
 8 ounces softened OR whipped light cream cheese  
 2 Tablespoons fresh chopped chives  
 1 Tablespoon lemon juice  
 2 teaspoons dried Italian seasoning OR 2 Tablespoons chopped cilantro  
 1/2 teaspoon onion powder  
 1/2 teaspoon crushed red pepper flakes  
 4 large (10-inch) flour tortillas  
 4 large Romaine OR curly lettuce leaves, center ribs removed  
 4 cups chopped or thinly sliced assorted fresh vegetables, such as cucumber, bean sprouts, tomato, celery, or shredded carrots/broccoli/cabbage



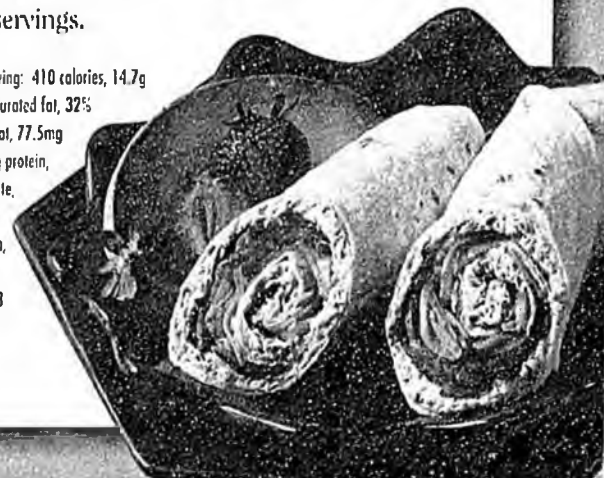
20 Minute Meal

*Spread:* In bowl, blend salmon, cream cheese, chives, lemon juice, Italian seasoning, onion powder, and pepper flakes.

*Sandwich:* On each of 4 tortillas, divide and spread salmon-cream cheese mixture to within 1/2 inch of edges. Lay a lettuce leaf over each tortilla. Top with one cup vegetables placed across middle of tortilla. Roll up envelope-style and slice on diagonal.

Makes 4 servings.

Nutrients per serving: 410 calories, 14.7g total fat, 5.2g saturated fat, 32% of calories from fat, 77.5mg cholesterol, 32.4g protein, 36.5g carbohydrate, 2.4g fiber, 1149.9mg sodium, 291.9mg calcium and 1.8g omega-3 fatty acids.



## Alaska Salmon Sandwich Stuffer

- 2/3 cup plain non-fat yogurt
- 1/3 cup low-fat mayonnaise
- 1 Tablespoon lemon juice
- 1 teaspoon dill weed
- 1/2 teaspoon ground coriander, if desired
- 2 teaspoons dried or 2 Tablespoons fresh parsley
- 1 medium (about 9 oz.) cucumber, seeded and chopped
- 1/2 cup bell pepper, diced
- 1/2 cup red onion, diced
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 3 to 4 pita breads, French or Hoagie rolls, croissants, etc.



20 Minute Meal

**Dressing:** In bowl, blend yogurt, mayonnaise, lemon juice, dill weed, coriander and parsley.

**Sandwich:** In separate bowl, combine cucumber, bell pepper, onion and salmon. Stir dressing into salmon mixture. Portion onto bread.

Makes about 3-1/2 cups, 3 to 4 servings.

Nutrients per serving: 422.5 calories, 14g total fat, 3.1g saturated fat, 30% of calories from fat, 58.2mg cholesterol, 29.6g protein, 43g carbohydrate, 2.6g fiber, 1083mg sodium, 378.5mg calcium and 1.8g omega-3 fatty acids.

## Salmon and Spinach Pasta Marinara

- 1 package (9 oz.) fresh or 8 oz. dry fettuccine\*
- 3 cups refrigerated or bottled marinara sauce
- 1 package (10 oz.) frozen chopped spinach, thawed
- 1 can (4.25 oz.) sliced ripe olives OR 1 can (4 oz.) mushrooms, drained
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 2 Tablespoons shredded Romano cheese



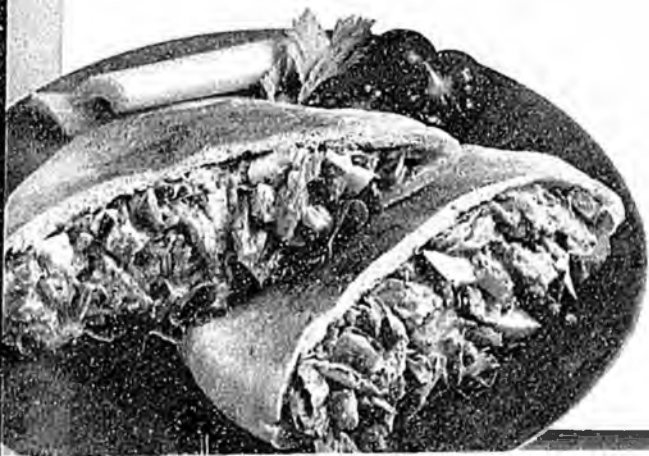
25 Minute Meal

Cook fettuccine according to package directions. Drain, rinse, and keep warm. In separate saucepan, heat sauce, spinach, olives or mushrooms, and salmon. To serve, portion one-quarter of the fettuccine onto each of 4 plates. Top with sauce and a sprinkling of cheese.

\*Spinach pasta may be used, omitting frozen spinach in recipe and reducing sauce to 2 cups.

Makes 4 servings.

Nutrients per serving: 419.4 calories, 17.5g total fat, 3.8g saturated fat, 36% of calories from fat, 60mg cholesterol, 29.8g protein, 39.9g carbohydrate, 4.6g fiber, 2111.8mg sodium, 405.7mg calcium and 2g omega-3 fatty acids.



## Alaska Salmon Stir-Fry

- 1 package (3 oz.) Oriental flavor ramen-style soup
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 2 Tablespoons cornstarch
- 1-1/2 cups cold water
- 2 to 3 teaspoons soy sauce, to taste
- 1 teaspoon sesame oil
- 1/2 teaspoon garlic powder
- 1/4 teaspoon ginger powder
- 1 Tablespoon vegetable oil
- 1 package (1 lb.) frozen stir-fry vegetable blend
- 1 can (8 oz.) sliced water chestnuts, drained OR
- 1 can (15 oz.) stir-fry baby corn



20 Minute Meal

Break up ramen noodles and cook according to package directions, omitting but reserving seasoning packet. Drain and keep warm. Drain salmon, reserving liquid. In small saucepan, blend cornstarch, seasoning packet from noodles, water, reserved salmon liquid, soy sauce, sesame oil, garlic powder, and ginger powder. Cook over high heat, stirring frequently, until mixture boils; continue cooking for 1 minute. Remove from heat; reserve and keep warm. In large saucepan, heat oil over medium-high heat. Add frozen stir-fry vegetables and water chestnuts or corn. Stir-fry 3 minutes. Add salmon; cover and cook 1 minute. Add noodles and sauce; stir gently and heat through.

Makes 3 to 4 servings.

Nutrients per serving: 300.3 calories, 11.9g total fat, 2.4g saturated fat, 35% of calories from fat, 57.5mg cholesterol, 24.2g protein, 24.9g carbohydrate, 5.1g fiber, 1142.1mg sodium, 249.2mg calcium and 1.9g omega-3 fatty acids.



### East-West Spread:

- 1/2 to 2/3 cup low-fat mayonnaise
- 1 teaspoon wasabi paste\*
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 cup finely diced seeded cucumber OR celery
- 1/4 cup sliced green onions OR 2 Tablespoons chopped chives
- Assorted breads for sandwiches (pita, wheat, sourdough, bagels, etc.)
- Lettuce OR spinach leaves, if desired



15 Minute Meal

\*Additional wasabi paste may be added to taste

Makes about 3 cups (4 to 6 servings).

Nutrients per serving: 176.8 calories, 9.7g total fat, 2.1g saturated fat, 50% calories from fat, 51.8mg cholesterol, 16.9g protein, 4.9g carbohydrate, .3g fiber, 585.5mg sodium, 185.6mg calcium and 1.8g omega-3 fatty acids.

### Kid's Favorite Salmon Salad Spread:

- 1 can or pouch (6 to 7.5 oz.) Alaska salmon, drained and chunked
- 1/4 cup low-fat mayonnaise
- 1/2 teaspoon dill weed
- 6 slices white OR whole wheat bread
- Tomato slices
- Lettuce leaves



10 Minute Meal

Recipe may be doubled using 1 can (14.75 oz.) or 2 cans/pouches (6 to 7.5 oz. each) Alaska salmon.

Makes 3 servings.

Nutrients per serving: 316.4 calories, 13.7g total fat, 2.4g saturated fat, 39% calories from fat, 38.7mg cholesterol, 19.1g protein, 28.1g carbohydrate, 1.6g fiber, 813.4mg sodium, 230.6mg calcium and 1g omega-3 fatty acids.



## Super Salmon Sandwich Spreads

### *Fiesta Spread:*

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1/2 cup chunky spicy salsa, drained (if runny)
- 1/4 cup low-fat mayonnaise
- 1 cup finely chopped celery, carrot, jicama, OR zucchini
- 1 fresh minced jalapeño pepper
- Assorted breads for sandwiches (pita, wheat, sourdough, bagels, etc.)
- Lettuce OR spinach leaves, if desired



15 Minute Meal

Makes about 3 cups (4 to 6 servings).

Nutrients per serving: 155 calories, 7.5g total fat, 1.7g saturated fat, 44% calories from fat, 48.9 mg cholesterol, 17g protein, 4.1g carbohydrate, .7g fiber, 669.1mg sodium, 192.4mg calcium, and 1.6g omega-3 fatty acids.

**Sandwich Spreads:** For each spread, thoroughly blend all ingredients except bread and lettuce/spinach. Spread 1/2 to 3/4 cup mixture into pita pocket half or onto one bread slice/bagel half. Top with tomatoes and/or lettuce/spinach leaves, if desired, and bread top. Serve immediately.



## Creamy Alaska Salmon Pasta

- 1 package (12 oz.) elbow macaroni OR small shell pasta
- 1-1/2 cups fat-free milk
- 1 package (1.7 oz.) creamy garlic herb sauce mix OR lemon dill sauce mix
- 1 Tablespoon butter
- 1 shallot, finely chopped OR 1/4 cup minced onion
- 1 can (4 oz.) sliced mushrooms (or your favorite vegetable), drained
- 1 teaspoon fresh lemon juice
- 1 can or pouch (6 to 7.5 oz.) Alaska salmon, drained and chunked



25 Minute Meal

Cook pasta according to package directions; drain. In small bowl, whisk milk with sauce mix; set aside. In a large pan, melt butter over medium heat. Add shallot and mushrooms; cook 3 minutes. Stir in milk mixture. Cook, stirring occasionally, until sauce is thickened, 3 to 5 minutes. Add lemon juice, pasta, and salmon; stir until pasta is heated through.

Makes about 6 cups. 4 to 6 servings.

Nutrients per serving: 256.8 calories, 8g total fat, 2.8g saturated fat, 28% of calories from fat, 31.2mg cholesterol, 16.1g protein, 29.7g carbohydrate, 1.7g fiber, 720mg sodium, 255.7mg calcium and .8g omega-3 fatty acids.



## Alaska Salmon & Broccoli-Cheese Pasta

- 2 packages (4.8 oz. each) pasta with four-cheese sauce
- 1/2 cup fat-free milk
- 1 package (10 oz.) frozen chopped broccoli
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 teaspoon lemon-pepper seasoning



20 Minute Meal

In large saucepan, prepare packaged pasta according to low-fat directions, stirring in an additional 1/2 cup milk. Microwave broccoli on HIGH for 3 minutes, rotating occasionally and pulling apart to thaw. During the last 3 minutes of pasta cook time, blend in broccoli, salmon, and lemon-pepper seasoning, heat through.

Makes 6 cups, about 3 to 4 servings.

Nutrients per serving: 361 calories, 14.6g total fat, 3.8g saturated fat, 36% of calories from fat, 62.9mg cholesterol, 29.5g protein, 28.5g carbohydrate, 3.1g fiber, 1158.6mg sodium, 299.9mg calcium and 1.9g omega-3 fatty acids.

## Tortellini, Tomato & Alaska Salmon Salad

- 1 package (16 to 19 oz.) refrigerated OR frozen cheese-filled tortellini
- 2 cups fresh or frozen broccoli
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 small tomato, seeded and diced\*
- 3/4 cup (3 oz.) shredded Parmesan cheese
- 8 oz. regular or reduced-calorie Italian dressing with cheese



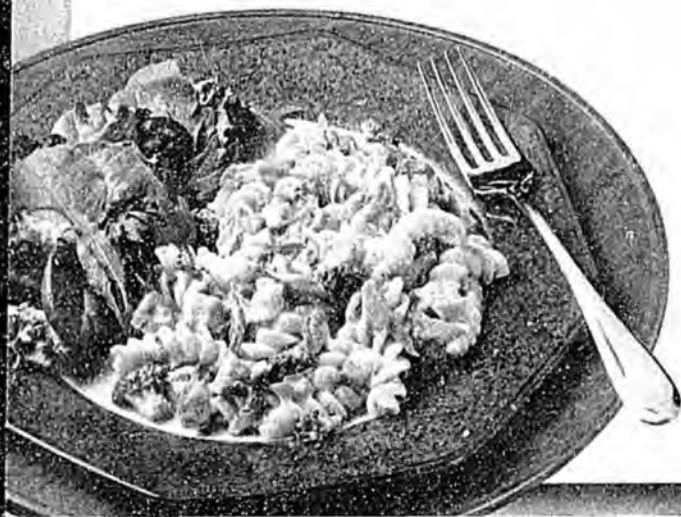
25 Minute Meal

*Salad:* Cook tortellini according to package directions. Drain; rinse in cold water. Transfer to large bowl. Microwave broccoli on HIGH 1-2 minutes, add to pasta. Stir in salmon, tomato, cheese and dressing.

\*Substitute 1/2 cup sun-dried tomatoes, julienne cut, for added flavor.

Makes 2 quarts, about 4 to 6 servings.

Nutrients per serving: 606.8 calories, 39.3g total fat, 9.7g saturated fat, 58% of calories from fat, 182.4mg cholesterol, 36.6g protein, 27g carbohydrate, 2.6g fiber, 1483.1mg sodium, 458.1mg calcium and 3.1g omega-3 fatty acids.



## Alaska Salmon-Stuffed Tomatoes

- 1/4 cup olive oil
- 2 Tablespoons white wine vinegar OR fresh lemon juice
- 2 teaspoons Dijon-style mustard
- 1/2 teaspoon salt
- 1/8 teaspoon pepper
- 2 to 3 large, firm red tomatoes
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 medium size, ripe avocado, diced
- 2 Tablespoons chopped cilantro OR parsley



20 Minute Meal

**Dressing:** In small bowl, whisk olive oil, white wine vinegar or lemon juice, mustard, salt, and pepper.

**Salad:** Cut tomatoes in half crosswise; scoop out and discard flesh and seeds. In separate bowl, combine salmon, avocado, and cilantro or parsley. Drizzle on dressing; toss lightly. Portion 1/2 cup (for 6 servings) or 3/4 cup (for 4 servings) salmon mixture into tomato halves.

Makes 4 to 6 servings, about 3 cups salmon mixture.

Nutrients per serving: 302.1 calories, 22.4g total fat, 3.8g saturated fat, 65% of calories from fat, 46mg cholesterol, 18.4g protein, 8.2g carbohydrate, 3.3g fiber, 759.1mg sodium, 190.7mg potassium and 1.6g omega-3 fatty acids.

## Smoky Salmon Pizza

- 1 can or pouch (6 to 7.5 oz.) Alaska salmon, drained and chunked
- 1 prepared pizza crust OR Italian bread shell (about 12 in. or 16 oz.)
- Cooking spray
- 1 package (3 oz.) softened cream cheese
- 1/2 cup red onion, sliced thin OR chopped green onions\*
- 1/2 teaspoon crushed dried red pepper flakes
- 1-1/2 cups (6 oz.) shredded smoked cheese (Swiss, Cheddar OR Mozzarella)



20 Minute Meal

Preheat oven to 400°F. Place pizza crust on cookie sheet, coat lightly with spray. Spread cream cheese over crust. Add salmon, vegetables, red pepper and cheese. Bake 10-12 minutes until cheese is melted.

\*One cup broccoli florets, microwaved for 1 minute on HIGH, can be substituted for onions.

Makes 4 to 6 servings.

Nutrients per serving: 403.6 calories, 25.4g total fat, 12.5g saturated fat, 57% of calories from fat, 77.7mg cholesterol, 22g protein, 21.9g carbohydrate, 1.1g fiber, 650.3mg sodium, 379.3mg potassium and .9g omega-3 fatty acids.



## Alaska Salmon Tacos

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1/2 cup fresh or bottled non-fat salsa
- 12 (6.5 inch) corn tortillas
- 3/4 cup fat-free refried beans
- 1/4 cup fat-free Cheddar cheese
- 2 cups cabbage OR lettuce, shredded
- 3/4 cup fresh tomato, chopped
- Salsa, to taste
- Cilantro, to taste



20 Minute Meal

Preheat oven to 350°F. Mix salmon with salsa and hold aside. Place the tortillas on sheet pans in 1 single layer; portion beans and cheese evenly onto the tortillas. Place in oven until warm and cheese is melted (5-8 minutes). Remove from oven and divide salmon mixture evenly among the tortillas. Top with cabbage or lettuce and diced tomatoes (portioned evenly). Fold tortillas over and serve with extra salsa and chopped cilantro, if desired.

*Variations: Salmon mixture may also be used as burrito OR tostada filling.*

Makes 12 Tacos, or 6 servings.

Nutrients per serving: 262.5 calories, 5.7g total fat, 1.3g saturated fat, 19% of calories from fat, 39.3mg cholesterol, 20.6g protein, 32.8g carbohydrate, 5.1g fiber, 692.5mg sodium, 345.3mg calcium and 1.2g omega-3 fatty acids.

## Alaska Salmon Waldorf Salad

- 1/2 cup low-fat mayonnaise OR salad dressing
- 1/4 cup plain non-fat yogurt
- 1/4 teaspoon lemon-pepper seasoning
- 1/2 teaspoon dried thyme
- 1/4 teaspoon salt
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 2 ribs celery, diced (about 1 cup)
- 1 large apple, chopped (about 1 cup)
- 1/2 cup (2 oz.) broken walnuts



15 Minute Meal

*Dressing:* In small bowl, blend mayonnaise, yogurt, lemon-pepper, thyme and salt.

*Salad:* In separate bowl, combine salmon, celery, apples and walnuts. Stir dressing into salad.

Makes 5 cups, about 3 to 4 servings.

Nutrients per serving: 353.7 calories, 21.2g total fat, 3.3g saturated fat, 53% of calories from fat, 65mg cholesterol, 25.9g protein, 16.9g carbohydrate, 2.6g fiber, 927.3mg sodium, 277.4mg calcium and 2.2g omega-3 fatty acids.



## Classic Alaska Salmon Macaroni Salad

- 2/3 cup low-fat mayonnaise OR salad dressing
- 1/3 cup plain yogurt
- 1-1/2 teaspoons lemon-pepper seasoning
- 1 teaspoon *each* dried onion and dill weed
- 1 teaspoon lemon juice
- 1/2 teaspoon salt
- 1 package (12 oz.) elbow macaroni OR small shell pasta
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 cup diced celery
- 2 Tablespoons fresh chopped chives OR 2 stalks green onions, sliced



25 Minute Meal

**Dressing:** In small bowl, blend mayonnaise, yogurt, lemon-pepper, dried onion, dill weed, lemon juice, and salt.

**Salad:** Cook pasta according to package directions until just firm to bite. Drain, rinse in cold water. In large bowl, add pasta, salmon, celery, and chives. Pour dressing over pasta. Stir to blend. Cover and refrigerate several hours to blend flavors.

Makes 4 main course or 8 side dish servings.

Nutrients per serving: 378.9 calories, 15g total fat, 3.2g saturated fat, 36% calories from fat, 68.3mg cholesterol, 26.3g protein, 33.7g carbohydrate, 1.7g fiber, 1038.3mg sodium, 279.6mg calcium and 2.5g omega-3 fatty acids.



## Mexi-Salmon Breakfast Bake

- Vegetable oil cooking spray
- 1-1/2 cups (about 7 oz.) fresh OR frozen sweet pepper strips
- 7 eggs
- 1/2 cup water
- 1-1/2 teaspoons Cajun OR Creole seasoning
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 cup (4 oz.) shredded Colby-Jack OR Mexican cheese blend, divided (3/4 cup & 1/4 cup)



30 Minute Meal

Preheat oven to 400°F. Spray coat 9-inch baking dish. Microwave peppers on HIGH on microwaveable plate (frozen peppers: 2-3 minutes; fresh peppers: 1-2 minutes). Drain or pat dry peppers. Transfer peppers to baking dish. Beat together eggs, water and seasoning. Stir in salmon and 3/4 cup cheese. Pour egg mixture over peppers. Top with remaining 1/4 cup cheese. Bake 18 to 20 minutes, until puffed and golden.

**Variation:** Omit peppers, substituting 2 cups thawed hash browns. Bake for 20 minutes.

Makes 4 to 6 servings.

Nutrients per serving: 323.9 calories, 19.7g total fat, 8g saturated fat, 56% of calories from fat, 366.2mg cholesterol, 31g protein, 4.1g carbohydrate, .8g fiber, 846.4mg sodium, 367.7mg calcium and 1.5g omega-3 fatty acids.



## Alaska Salmon, Beans & Rice Wrap

- 1 package (5 oz.) red beans and rice
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 cup (8 oz.) salsa con queso processed cheese blend\*
- 5 (10-inch) flour tortillas
- 1 cup chunky salsa, if desired



25 Minute Meal

Prepare beans and rice blend according to package directions, omitting butter. Cook, uncovered, for 15 minutes. Stir in salmon and processed cheese blend. Heat through 3 to 5 minutes. Portion  $\frac{3}{4}$  cup salmon mixture near center of a tortilla. Roll up envelope style; repeat with remaining mixture. Serve with chunky salsa, if desired.

\*1 cup shredded mild Cheddar cheese and  $\frac{1}{2}$  cup salsa can be substituted.

Makes five burritos, about  $\frac{3}{4}$  cups.

Nutrients per serving: 475.4 calories, 13.6g total fat, 2.9g saturated fat, 26% of calories from fat, 54mg cholesterol, 26.2g protein, 62.9g carbohydrate, 5g fiber, 2382.6mg sodium, 268.1mg calcium and 1.6g omega-3 fatty acids.

## Alaska Salmon, Artichoke & Bean Salad

- 1 jar (14 oz.) marinated, quartered artichoke hearts
- 1 jar or can (16 oz.) marinated bean salad
- 1-1/2 teaspoons Dijon-style mustard
- 1/2 teaspoon ground cumin
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 package (10 oz.) ready-to-eat salad greens OR spinach leaves



15 Minute Meal

**Dressing:** Drain liquid from artichokes and beans into a small bowl or pitcher. Blend in mustard and cumin.

**Salad:** In separate bowl, combine beans, artichokes, salmon and dressing. Portion 2 cups greens onto each of four plates. Top each plate of greens with  $\frac{1}{4}$  cup salmon mixture.

Makes 4 servings.

Nutrients per serving: 330.3 calories, 14.6g total fat, 2.8g saturated fat, 37% of calories from fat, 57.5mg cholesterol, 28g protein, 27.9g carbohydrate, 9.2g fiber, 1768.1mg sodium, 324.9mg calcium and 2.4g omega-3 fatty acids.



## Italian Salmon Caesar Salad

- 1 package (10 oz.) fresh Caesar salad kit (including lettuce, dressing and croutons)
- 1 jar (6.5 oz.) marinated artichoke hearts, undrained
- 1/2 cup halved Kalamata olives OR 1 can (4.25 oz.) sliced ripe olives, drained
- 1 small red, orange, OR yellow bell pepper, cored and cut in 2-inch strips
- 1 can or pouch (6 to 7.5 oz.) Alaska salmon, drained and chunked
- 1/4 cup shredded Parmesan cheese (if cheese is not provided in kit)



15 Minute Meal

**Dressing:** In a small bowl, blend Caesar salad dressing and liquid from artichoke hearts.

**Salad:** Place lettuce from salad kit into large bowl. Add chopped artichokes, olives, pepper strips, and salmon. Just before serving, pour dressing over salad; toss gently. Top each serving with cheese.

Makes 2 main course or 4 side dish servings.

Nutrients per serving: 236.3 calories, 20g total fat, 4.5g saturated fat, 61% of calories from fat, 40.7mg cholesterol, 16.2g protein, 12.3g carbohydrate, 3.8g fiber, 1115mg sodium, 214.5mg calcium and 1.2g omega-3 fatty acids.



## Alaska Salmon Teriyaki Bowl

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 1 cup instant or quick-cooking rice
- 1 Tablespoon oil
- 1 lb. frozen stir-fry vegetables
- 1/2 cup prepared thick teriyaki sauce
- 1/4 teaspoon *each* sesame oil and ground ginger, if desired



20 Minute Meal

Drain salmon and reserve 2 tablespoons salmon liquid. Break salmon into chunks, set aside. Prepare rice according to package directions. In pan or wok, heat oil over medium-high heat. Add vegetables and stir-fry for one minute. Stir in salmon liquid and teriyaki sauce. (Add sesame oil and ginger, if desired.) Add salmon; reduce heat to medium, cover and cook 4-5 minutes until vegetables are crisp-tender. Stir just before serving. Portion 1 to 1-1/2 cups rice into bowl. Top with salmon-vegetable blend.

Makes 2 to 3 servings.

Nutrients per serving: 452.9 calories, 13.8g total fat, 2.6g saturated fat, 27% of calories from fat, 76.8mg cholesterol, 36.4g protein, 46g carbohydrate, 3.7g fiber, 2990.9mg sodium, 385.4mg calcium and 2.8g omega-3 fatty acids.



## Curried Alaska Salmon

- 1 can (14.5 oz.) diced tomatoes
- 1 small can (5.75 oz.) low-fat or fat-free evaporated milk
- 1 to 1-1/2 Tablespoons curry powder
- 1/4 teaspoon *each* ground ginger, salt, coriander, and sugar
- Dash ground cinnamon
- 1 cup frozen vegetables (such as peas, peas and carrots, potato dices, etc.)
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 3 cups cooked rice, kept warm

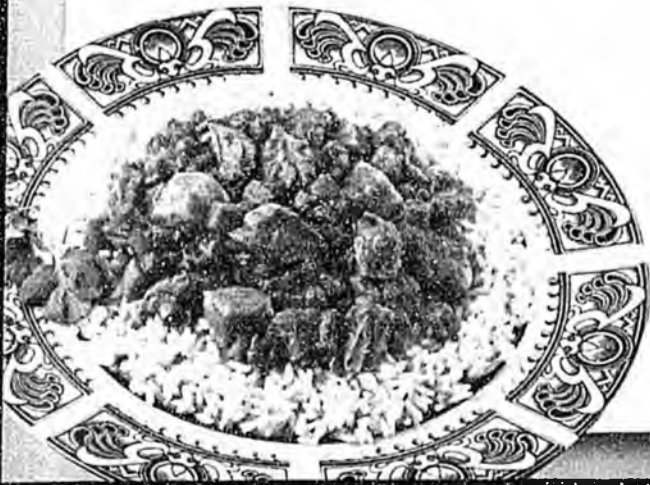


25 Minute Meal

In saucepan, blend tomatoes, evaporated milk, curry powder, ginger, salt, coriander, sugar, and cinnamon. Cook over medium heat just until sauce begins to bubble. Stir in frozen vegetables and continue cooking 5 minutes. Stir in salmon and heat thoroughly. Serve curried salmon over rice.

Makes 2 to 4 servings.

Nutrients per serving: 562.4 calories, 9.5g total fat, 2.4g saturated fat, 15% calories from fat, 79.1mg cholesterol, 40.8g protein, 76.1g carbohydrate, 5.2g fiber, 1,287.9mg sodium, 550.1mg calcium and 2.4g omega-3 fatty acids.



## Asian-Alaska Salmon Noodle Soup

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 1 package (16 oz.) frozen stir-fry vegetable mix (including sugar snap peas, carrots, mushrooms, onions)
- 1 package (3 oz.) Oriental OR chicken flavor ramen-style soup
- 4 green onions, sliced
- 1 Tablespoon fresh grated ginger OR 1 teaspoon ground ginger
- 2 cloves garlic, minced
- 1 Tablespoon soy sauce
- 1 teaspoon rice wine vinegar
- 1/2 teaspoon sesame oil



15 Minute Meal

Drain and chunk Alaska salmon, removing skin and bones (if any). Bring 5 cups water to boil in large saucepan. Add stir-fry mix, cook 3 minutes. Break ramen noodles into 4 pieces, stir into water. Add onions, ginger, garlic, soy sauce, rice wine vinegar, sesame oil and ramen seasoning packet; simmer 3 minutes. Stir salmon into soup; heat through. Serve immediately.

Makes 4 servings, about 2 quarts.

Nutrients per serving: 276.5 calories, 10g total fat, 2.5g saturated fat, 32% of calories from fat, 57.6mg cholesterol, 25.5g protein, 21.9g carbohydrate, 3.4g fiber, 1385.6mg sodium, 297.8mg calcium and 1.8g omega-3 fatty acids.



## Spicy Salmon Tortilla Soup

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 1 can (12 oz.) evaporated skim milk
- 1 can (14.5 oz.) fat-free chicken broth
- 1 can (10 oz.) diced tomatoes and green chilies
- 1 can (15 oz.) black beans, drained and rinsed
- 1 can (11 oz.) "Mexicorn" (corn, red and green bell peppers), drained
- 2 teaspoons lemon juice
- 1/4 teaspoon natural hickory liquid smoke, if desired
- 3 to 4 cups baked tortilla chips



15 Minute Meal

Drain and chunk Alaska salmon, removing skin and bones (if any). In large saucepan, add all ingredients except salmon and tortilla chips. Bring to boil over medium heat, stirring occasionally. Reduce heat to simmer and cook 5 minutes. Stir salmon into soup, heat through. Ladle into soup bowls. Top each bowl with 1/2 cup tortilla chips.

Makes 11 cups, 6 to 8 servings.

Nutrients per serving: 319.4 calories, 11.1g total fat, 2.8g saturated fat, 31% of calories from fat, 38.5mg cholesterol, 21.8g protein, 33.9g carbohydrate, 5.6g fiber, 1337.7mg sodium, 336.2mg calcium and 1.1g omega-3 fatty acids.



## Alaska Salmon Brunch Frittata

- Cooking spray
- 1 small bell pepper, cored and chopped
- 1/2 cup chopped onion
- 1 clove garlic, minced
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 6 eggs
- 1/3 cup non-fat milk OR water
- 2 teaspoons Mexican, Taco, OR Fajita seasoning
- 1/3 cup shredded Cheddar OR Jack cheese
- 1-1/2 cups chunky salsa



20 Minute Meal

Preheat oven to 400°F. Spray-coat a 10-inch nonstick pan. Stir in bell pepper, onions, and garlic; sauté two minutes over medium heat. Add salmon. Beat together eggs, milk or water, and seasoning; pour over vegetables in pan. Cook over medium-low heat, omelet-style, until sides are set, about 4 to 5 minutes. Sprinkle on cheese. Transfer pan to oven about 5 inches from heat, covering handle with foil if necessary. Bake an additional 5 minutes, or until frittata is puffy and eggs are firm in the center. Cut into wedges; serve each slice with 1/4 cup salsa.

Makes 4 to 6 servings.

Nutrients per serving: 341.4 calories, 17g total fat, 5.9g saturated fat, 45% of calories from fat, 386.6mg cholesterol, 33.5g protein, 13g carbohydrate, .4g fiber, 1441.9mg sodium, 355.3mg calcium and 1.9g omega-3 fatty acids.



## Alaska Salmon Sushi

- 1 cup Japanese short grain rice, cooked
- 3 Tablespoons rice vinegar
- 1 Tablespoon sugar
- 1 can or pouch (6 to 7.5 oz.) Alaska salmon, drained and chunked
- 2 Tablespoons low-fat mayonnaise
- 1/2 teaspoon lemon juice
- 1/4 teaspoon *each* celery seed and ground ginger
- 1 medium cucumber
- 2 nori (dried seaweed) sheets, each approximately 7 inches square
- 1 teaspoon wasabi paste\*
- 1/4 cup sushi dipping sauce or soy sauce



30 Minute Meal

In small microwaveable bowl, blend vinegar and sugar. Microwave on HIGH for 30-40 seconds, until sugar is dissolved. Stir vinegar into cooked rice until rice is coated.

In small bowl, remove skin and bones (if any) from salmon. Blend in mayonnaise, lemon juice, celery seed, and ginger.

Trim ends from cucumber, cut in half lengthwise, and remove seeds. Cut each half into long thin strips.



## Creamy Best Bean and Salmon Soup

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 1 can (14.5 oz.) fat-free chicken broth
- 1 package (10.5 oz.) frozen cut green beans OR Italian beans
- 1 package (10.5 oz.) frozen lima beans
- 2 cans (12 oz. each) evaporated skim milk
- 1 can (14.5 oz.) Mexicorn OR cut corn
- 1 can (8.75 oz.) black-eye peas OR red beans, rinsed and drained
- 1 teaspoon mesquite, Cajun, OR Creole seasoning
- 1/2 teaspoon dried thyme
- 1/4 teaspoon hickory liquid smoke
- 1/4 teaspoon onion powder



20 Minute Meal

Drain salmon, reserving liquid. Remove skin and bones (if any); chunk salmon. In stockpot or large saucepan, bring chicken broth to a boil; stir in green beans and lima beans. Cook 2 minutes over high heat. Stir in reserved salmon liquid, evaporated milk, corn, black-eye peas, and seasonings. Continue cooking over low heat 5 minutes. Stir in salmon; heat through.

Makes 6 to 8 servings.

Nutrients per serving: 366.7 calories, 6.3g total fat, 1.5g saturated fat, 15% of calories from fat, 42.9mg cholesterol, 32.8g protein, 45.5g carbohydrate, 7.2g fiber, 1247.1mg sodium, 585.1mg calcium and 1.2g omega-3 fatty acids.



## Quick Alaska Salmon Chowder

- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon
- 1 Tablespoon butter OR margarine
- 1 small onion, chopped
- 1 Tablespoon flour
- 3 cups skim milk
- 2 cups (8 oz.) frozen hash brown potatoes with peppers and onions (O'Brien style)
- 1 can (8 oz.) drained OR 1 cup frozen corn kernels
- 1 teaspoon dried thyme
- 1/2 teaspoon salt
- 1/2 teaspoon lemon-pepper OR pepper blend seasoning
- 2 Tablespoons sherry, if desired
- 1/4 cup bacon bits, divided



20 Minute Meal

Drain salmon, reserving liquid; discard skin and bones (if any). Break salmon into chunks, set aside. Melt butter in 2-quart saucepan over medium heat. Add onions; cook and stir 5 minutes. Add flour; cook 1 minute, stirring occasionally. Add milk and salmon liquid, bring to a boil. Stir in potatoes, corn, seasonings, and 2 tablespoons bacon bits. Return to simmer, and cook 5 minutes. Stir in salmon and sherry, if desired; heat through. Ladle soup into bowls; sprinkle with remaining bacon bits.

*Spicy Variations: Add Mexican, Cajun, OR Southwest seasoning to taste.*

Makes 6 cups,  
about 4 servings.

Nutrients per serving: 393.4 calories, 11.3g total fat, 4.2g saturated fat, 26% of calories from fat, 73.8mg cholesterol, 34.4g protein, 38.7g carbohydrate, 3.5g fiber, 1314.5mg sodium, 505mg calcium and 1.8g omega-3 fatty acids.

For each roll:

- Spread half the cooled rice mixture over a nori sheet, leaving a 1/2-inch edge across the top and bottom.
- Thinly spread half of the wasabi across the center of the rice in a thin strip, moving from left to right (horizontally).
- Lay half the cucumber strips and half the salmon mixture over the wasabi strip (in center of sheet).
- Then, starting at the bottom, roll nori up over the rice into one long roll. Be sure to apply firm pressure and smooth nori/ingredients as you roll. If your sushi roll does not stick together simply wet your finger and run it along the nori edge, then press the edge down gently.

Repeat process with remaining ingredients to form second roll.

Using a serrated knife that has been moistened, slice each roll into 8 pieces. Wet the blade after each cut. Serve with sushi dipping sauce or soy sauce.

*\*Additional wasabi may be added to taste.*

*Variation: Substitute avocado and green onions for cucumber.*

Makes 2 rolls (2 to 4 servings).

Nutrients per serving: 249.1 calories, 6.4g total fat, 1.5g saturated fat, 24% calories from fat, 41.4mg cholesterol, 18g protein, 28.3g carbohydrate, 1.7g fiber, 1,253.4mg sodium, 176.3mg calcium and 1.4g omega-3 fatty acids.



*Dear Friends:*

For the past twenty years, dietary fat was generally considered "bad" and dietary guidelines emphasized limiting fat intake. Experts now agree that the *type* of fat a person eats regularly is more important than how much fat is consumed:

- Choose foods containing the type of fats that protect and promote good health
- Limit fats that increase risk of disease

This means selecting fats mainly from plant foods, minimizing animal and dairy fats and those in fast and processed foods. It also means using canola and olive oils for baking and salads and eating fatty fish as often as possible.

The oils in fish, particularly fatty fish such as Alaska salmon, rainbow trout, sardines and mackerel, now receive wide recognition for their potential to reduce the risk of fatal heart attack, particularly the kind that strikes suddenly. People at high risk for heart disease, including those with Type 2 diabetes, who regularly consume fatty fish or fish oils, are much less likely to have a fatal heart attack or even have a first one. In November 2002, the American Heart Association urged healthy people to eat fish, preferably fatty fish, at least twice a week.

Fatty fish oils contain particular omega-3 fatty acids not found in any other foods. The body cannot create them so we must rely on foods to supply them. One kind of omega-3 fatty acid found in plants, particularly canola and flax oil, is protective of heart health, although generally less effective than those found in fish. Plant omega-3s may not have all the benefits associated with fish oils.

Eating Alaska canned salmon is a convenient and effective way to boost your consumption of omega-3 fatty acids all year long. Luckily, canned wild Alaska salmon is one of the best sources of omega-3 fatty acids available. It is also low in environmental contaminants, so is safe for people of all ages, including pregnant and nursing women, and young children.

This "Can-Do Cookbook" showcases a wide selection of Alaska canned salmon recipes that are ready in 30 minutes or less. Alaska canned salmon makes it quick and easy to fit healthy, tasty meals into your busy schedule.

When you help yourself to Alaska salmon, you're helping yourself to health.

Sincerely,

Joyce A. Nettleton, DSc, RD

*Salmon-Veggie Party Dip*

- 1 can or pouch (6 to 7.5 oz.) Alaska salmon, drained and chunked
- 1 package (10 oz.) frozen chopped spinach, thawed, drained, and pressed
- 3/4 cup light sour cream
- 1/2 cup low-fat mayonnaise
- 1/2 cup *each* chopped parsley and chopped green onion
- 1 small jalapeño pepper, seeded and minced, if desired
- 1-1/2 teaspoons seafood seasoning OR mesquite chicken seasoning
- Juice of 1/2 small lime
- Assorted raw vegetables and crackers



15 Minute Meal

Combine salmon with remaining ingredients, except vegetables and crackers. Chill several hours for flavors to blend. Serve dip with vegetables and crackers.

Makes 40 servings, about 2-1/2 cups.

Nutrients per serving: 26.1 calories, 1.7g total fat, .6g saturated fat, 60% of calories from fat, 4.4mg cholesterol, 1.6g protein, 1g carbohydrate, .2g fiber, 113.8mg sodium, 25.9mg calcium and .1g omega-3 fatty acids.



## Best Bagel Alaska Salmon Spread

2 packages (8 oz. each) light cream cheese  
 3 Tablespoons lemon juice  
 2 teaspoons low-fat milk  
 1/4 cup sliced green onions  
 1/4 to 1/2 teaspoon natural hickory liquid smoke  
 1 can (14.75 oz.) or 2 cans (7.5 oz. each)  
 traditional pack Alaska salmon OR 2 cans or  
 pouches (6 to 7.1 oz. each) skinless, boneless  
 salmon, drained and chunked

Depending on your taste preferences, stir in  
*only one* of the following seasonings:

2 Tablespoons fresh chopped dill  
 1 fresh minced jalapeño pepper  
 1 teaspoon crushed red pepper flakes  
 1-1/2 teaspoons garlic herb seasoning  
 1 teaspoon blackened OR Cajun seasonings  
 1 teaspoon "no-salt" seasoning



15 Minute Meal

Beat cream cheese, lemon juice, milk, green onions,  
 hickory smoke and *only one* seasoning with mixer  
 until light and fluffy. Beat in salmon. Chill several hours  
 for flavors to blend. Spread on toasted bagels,  
 bagel chips, French bread slices, crackers,  
 pumpnickel or rye bread.

Makes 4 cups.

Nutrients per serving: 52.4 calories, 3.4g total fat, 1.6g saturated fat, 58% of calories from fat,  
 15.2mg cholesterol, 4.2g protein, 1.2g carbohydrate, 0g fiber, 114.7mg sodium, 44.8mg calcium  
 and .3g omega-3 fatty acids.



*Dr. Nettleton, a nutrition scientist and authority on omega-3 fatty acids and health, has written three books on seafood and health and her work also appears in academic journals, consumer, and trade magazines.*

## The Facts About Fats

### Total Fat:

Fat provides energy, fat-soluble vitamins, essential fatty acids, and taste. Eating too many high-fat foods usually provides more energy than you use and leads to weight gain; very low-fat diets may lead to eating too much refined carbohydrate and sugar and thus promote the development of diabetes.

### Omega-3 Fatty Acids:

These highly unsaturated fatty acids are unique to seafood, particularly fatty fish such as Alaska salmon. Other fish – rainbow trout, sardines, mackerel, herring, halibut, Atlantic bluefish, lake trout, and eel – are also rich in omega-3s. Omega-3s differ from omega-6 polyunsaturates, found mainly in vegetables, in their structure and behavior in the body. Omega-3s reduce the risk of heart disease, sudden cardiac death, and several chronic illnesses, and benefit other systems in the body. They are essential in pregnancy for the developing infant.

There are two main omega-3s in seafood: EPA and DHA for short. Both promote heart and blood vessel health and make heart attack and stroke less likely. Another omega-3 fatty acid, alpha-linolenic acid, is found in some vegetable oils such as flax, canola, soybean, and walnut oils. Although healthful, alpha-linolenic acid is not as effective in providing the health advantages of fatty fish and fish oils.



## Omega-3 Fatty Acids – Vital Health Benefits

### Heart Health and Omega-3s:

The benefits of omega-3 fatty acids are clearest in protecting against heart disease. People who eat fatty fish regularly may:

- Reduce their chance of sudden cardiac death by 20% or more compared with those who do not eat fatty fish
- Be less likely to develop irregular heart rhythms
- Lower their risk of having a first heart attack
- Improve their blood lipid pattern
- Reduce their chance of developing fatal blood clots and stroke
- Improve their vascular function and blood circulation, especially in the extremities and internal organs
- Lower their blood pressure modestly

### Type 2 Diabetes and Omega-3s:

With regular consumption of fatty fish, Type 2 diabetics and those at risk may realize benefits that include:

- Cutting their risk of sudden cardiac death in half by eating fatty fish at least twice a week
- Lowering blood triglycerides (fats) and improving the pattern of other blood lipids usually disturbed by this disease
- Protecting blood sugar control
- Slowing the progression of Type 2 diabetes
- Reducing the chance of developing Type 2 diabetes for those with insulin resistance and impaired blood glucose control

### Pregnancy / Infant Development and Omega-3s:

Pregnant and nursing women who regularly consume fatty fish benefit by:

- Ensuring that omega-3 fatty acids, particularly DHA, are available to the developing fetus
- Providing DHA for the optimum development of the eye, brain, and nervous system of the fetus
- Preventing essential fatty acid deficiency in infants through their consumption of DHA
- Providing DHA in their milk for optimum infant health and neurodevelopment

## Salmon Bagel Chip Dippers

- 1 container (8 oz.) light cream cheese with chives or onions
- 2 Tablespoons low-fat milk
- 1/2 teaspoon dill weed
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1 package (6 oz.) garlic or plain bagel chips
- 1 cup (4 oz.) shredded light or regular Mozzarella OR Monterey Jack cheese
- 1 cup chopped ripe tomato
- 1/2 cup sliced green onions



20 Minute Meal

Combine cream cheese, milk and dill weed in a small bowl. Stir 1/2 cup salmon chunks into cream cheese mixture. Arrange bagel chips in a single layer on two 12-inch microwave-safe dinner or serving plates. Randomly drop cream cheese mixture by teaspoonfuls over chips. Top with remaining salmon and shredded cheese. Cook (one plate at a time) in microwave oven 2-3 minutes on HIGH or until cheese melts. Top with tomato and green onions.

Serve warm or at room temperature.

Makes 12 appetizers or snack servings.

Nutrients per serving: 222.3 calories, 11.2g total fat, 4.6g saturated fat, 43% of calories from fat, 35.1mg cholesterol, 14.6g protein, 18.8g carbohydrate, 2.1g fiber, 550.6mg sodium, 171.9mg calcium and .7g omega-3 fatty acids.



## Smoky Salmon Spread

- 2 packages (8 oz. each) light cream cheese
- 3 Tablespoons lemon juice
- 3 Tablespoons low-fat milk
- 1-1/2 teaspoons dill weed
- 1 can (14.75 oz.) or 2 cans (7.5 oz. each) traditional pack Alaska salmon OR 2 cans or pouches (6 to 7.1 oz. each) skinless, boneless salmon, drained and chunked
- 1/4 cup thinly sliced green onions
- 3-4 drops natural hickory liquid smoke
- Crackers OR French bread rounds



10 Minute Meal

Beat cream cheese with lemon juice, milk and dill weed in mixer until light and fluffy. Beat in salmon and green onions until thoroughly combined. Season with liquid smoke to taste. Chill several hours before serving to allow flavors to blend. To serve, spread on crackers or French bread rounds.

Makes 25 servings, about 3-1/2 cups.

Nutrients per serving: 67.9 calories, 4.3g total fat, 2.3g saturated fat, 56% of calories from fat, 19.5mg cholesterol, 5.4g protein, 1.6g carbohydrate, 0g fiber, 147.6mg sodium, 59.9mg calcium and .3g omega-3 fatty acids.



### Immune-Related Conditions and Omega-3s:

When consumed regularly for several months, omega-3s may improve several immune and inflammatory conditions. Omega-3s do not prevent or cure these conditions, but they may reduce the severity and pain of the symptoms. Benefits have been shown in:

- Crohn's disease • Ulcerative colitis
- Rheumatoid arthritis • Psoriasis • Asthma

### Promising Developments and Omega-3s:

Although research in these areas needs further verification, omega-3s may be beneficial in certain cancers and mental disorders. This work is still preliminary and benefits cannot be assured; however, results suggest that omega-3s may:

- Reduce the risk of certain cancers developing or spreading, particularly those in the breast, prostate and colon
- Reduce the severity or development of nephritis, migraine, Alzheimer's disease, and diabetes
- Reduce the severity of certain psychological disorders such as depression and bipolar disorder
- Improve recovery from serious surgery and trauma
- Improve the durability of vein graft procedures such as those used in dialysis

### Omega-3 Fatty Acid Values

Omega-3 fatty acid content varies slightly from fish to fish. The following figures represent averages reported by the U.S. Dept. of Agriculture:

Variety	Omega-3s*	Calcium*
Canned Pink Salmon	1.6g	213mg
Canned Red (Sockeye) Salmon	1.2g	239mg
Canned White Tuna	.9g	14mg
Canned Shrimp	.5g	59mg
Canned Blue Crab	.4g	101mg
Canned Chunk Light Tuna	.3g	11mg
Canned Chicken	.0g	14mg
Canned Ham, Extra Lean	.0g	8mg
Canned Turkey	.0g	12mg
Canned Luncheon Meat	.0g	39mg

\*Serving Size 100 grams / 3.5 oz. Source: USDA, <http://www.nal.usda.gov/lnis/lendcomp>  
Canned salmon values based on traditional pack product. Canned tuna packed in water, drained.

**Other Nutritional Benefits**

*Bone Health:*

The delicate, edible bones present in traditional pack Alaska canned salmon are rich in calcium and magnesium, and are readily digested.

- Canned salmon is one of the most calcium-rich, non-dairy foods. One 3.5 oz. serving with the bones contains two thirds as much calcium as a cup of milk. For women and children especially, consuming plenty of calcium is important for building and maintaining strong bones and reducing the risk of bone fracture later in life.

*Quality Protein:*

Alaska canned salmon provides high quality protein that is easy and safe to digest by people of all ages.

*Vitamins:*

A good source of vitamin B12, Alaska canned salmon also contains modest amounts of several other vitamins and minerals.

*Safety:*

All species of canned wild Alaska salmon - Red (Sockeye), Pink, and Chum (Keta) - are very low in environmental contaminants, heavy metals such as mercury, and pesticide residues. In addition, the canning process ensures that canned salmon is free of potentially harmful microorganisms.

**Nutritional Value of Pink<sub>1</sub> and Red (Sockeye)<sub>2</sub> Canned Salmon**

Serving Size 100 grams / 3.5 oz.

Amount Per Serving	Pink	Red
Calories	139	153
Calories from Fat	54	60
Total Fat, g	6.0	7.3
Saturated Fat, g	1.5	1.6
Monounsaturated Fat, g	1.8	3.2
Polyunsaturated Fat, g	2.0	1.9
Omega-3s	1.6	1.2
Cholesterol, mg	55	44
Sodium, mg	554	538
Protein, g	19.8	20.5
Vitamin A, % Daily Value	2%	6%
Vitamin C, % Daily Value	-	-
Calcium, mg	213	239
Iron, mg	0.8	1.1

*Recipes*

Appetizers . . . . . Pages 4-7  
 Soups . . . . . Pages 8-11  
 Salads . . . . . Pages 12-17  
 Sandwiches . . . . . Pages 18-27  
 Entrées . . . . . Pages 28-45

*Key to Recipe Symbols*

This symbol gives you the average preparation time in minutes for that meal. They are provided for every recipe.



This symbol means your kids will love these meals.



*Salmon Nutrition*

Introduction by  
 Joyce A. Nettleton, DSc, RD . . . Page 46  
 The Facts About Fat . . . . . Page 47  
 Omega-3 Health Benefits . . . . . Page 48  
 Omega-3 Fatty Acid  
 Values Chart . . . . . Page 49  
 Other Nutritional Benefits . . . . . Page 50  
 Nutritional Value Chart  
 for Pink and Red (Sockeye)  
 Canned Salmon . . . . . Page 50  
 Marine Stewardship  
 Council Recognition . . . . . Page 51  
 Canned and Pouched  
 Salmon Varieties . . . . . Page 51

Illustrations by S. Orland

## Show Your "Can-Do" Attitude with Alaska Canned Salmon

### Convenient

Shelf stable, fully cooked and ready when you need it, Alaska canned or pouched salmon requires no thawing or special preparation. And the recipes in this cookbook can be prepared in 30 minutes or less.



### Versatile

Open a can or pouch of Alaska salmon and stir in a bit of imagination for an endless array of delicious options: appetizers, soups, salads, sandwiches and a wide variety of entrées including patties, pasta, pizza, rice bowls and curries.

### Healthy

Made from wild and natural Alaska salmon, with only a pinch of salt for flavor, Alaska canned or pouched salmon provides many health benefits including heart friendly omega-3 fatty acids, vitamins and nutrients necessary for optimum health. For more detailed nutritional information please turn to the "Salmon Nutrition"

section of this cookbook, beginning on page 46.

CANNED SALMON HAS FOUR TIMES  
THE OMEGA-3s AND TWENTY TIMES  
THE CALCIUM OF CANNED TUNA,  
CHICKEN OR TURKEY.\*

\* SOURCE: RELEASE #119 USDA

## SALMON NUTRITION

### Canned Salmon - from Alaska to your Kitchen

Alaska salmon swim wild throughout the cold waters of the Pacific Ocean, Bering Sea and Gulf of Alaska. The Marine Stewardship Council recognizes the Alaska salmon fishery as managed to ensure sustainability of its stocks and its marine environment.



### A Wholly Natural Product

Alaska canned and pouched salmon is made from top quality salmon. Take your pick from three types of canned or pouched salmon, each easy to use, delicious, and healthy:

#### Pink and Chum (Keta) Salmon

These lighter-colored varieties are the most economical and are ideal for patties, soups, sandwiches and appetizer spreads.

#### Red (Sockeye) Salmon

This deep red variety is perfect in pastas, salads or for eating right out of the can (great when you're eating on the run or right at your desk!)

Both of these types of salmon are available in a "traditional pack" - with skin and tiny bones that are completely edible and add a rich delicious flavor as well as calcium, protein and omega-3s. For maximum health benefits, lightly mash them with a fork then blend them into the recipe. Enjoy the convenience of three can sizes: 14.75 ounces; 7.5 ounces; and 3.25 ounces.

#### Skinless, Boneless Pink Salmon

This variety is now available in most markets, typically packed in a 6-ounce can and now available in a 7.1-ounce pouch.

Whether you select the rich seafood flavor of the traditional pack or the milder flavor of the skinless boneless product, you'll enjoy all the healthy benefits Alaska salmon has to offer.

For those wanting additional information visit:  
[www.alaskaseafood.org](http://www.alaskaseafood.org)

1 Contains solids with bone and liquid    2 Contains drained solids with bone

\*Contains less than 2% of the daily value of this nutrient. Percent Daily values are based on a 2,500-calorie diet. Your daily values may be higher or lower depending on your calorie needs.

*Be Heart Smart*  
with Wild & Natural Alaska Salmon

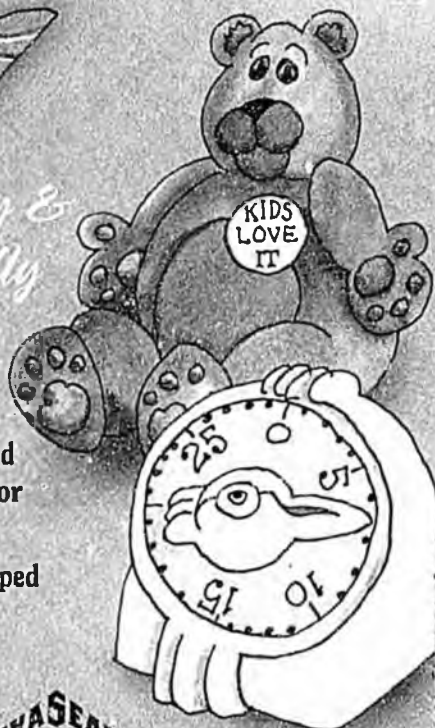


*High in Omega-3s*

- Protects heart health
- Improves blood lipids
- Promotes healthy infant development during pregnancy

*Quick, Easy & Kid Friendly*

- Prepare meals in 30 minutes or less
- Recipes use prepared or packaged foods for convenience
- Many recipes developed for kids' taste



Alaska Seafood Marketing Institute  
Corporate Headquarters

311 N. Franklin Street, Suite 200 Juneau, AK 99801-1147  
(800) 478-2903 • (907) 465-5560 • Fax (907) 465-5572  
[www.alaskaseafood.org](http://www.alaskaseafood.org)

*Alaska Salmon*

**CAN-DO  
COOKBOOK**





**Ray Riutta**  
Executive Director

Alaska Seafood Marketing Institute  
311 N. Franklin Street, Suite 200  
Juneau, Alaska 99801-1147  
907/465-5560 800/478-2903  
Fax 907/465-5572  
RRiutta@AlaskaSeafood.org  
[www.AlaskaSeafood.org](http://www.AlaskaSeafood.org)



## Alaska Seafood Marketing Institute Overview

### General

- Alaska's official seafood marketing arm
- Mission: promote all Alaska seafood, promote quality assurance
- Brand manager for "Alaska Seafood" brand; third best known food brand on menus of top 500 US restaurant chains
- Founded 22 years ago as a public corporation
- Structure and duties detailed in Alaska Statute 16.51
- 25-members board appointed by Governor: 12 harvesters, 12 processors (4 small), 1 lay person; with committee structure 80 people from industry involved
- 18 staff (9 in Juneau, 9 in Seattle) plus contractor representatives based in US, UK, Japan, France, China, Spain
- Budget base in FY 04 is \$4.5M industry revenue, helps leverage federal funds for total budget of \$10.5M
- State contributes no unrestricted general funds to ASMI
- Funded through taxes on the seafood industry: a seafood marketing assessment paid by Alaska seafood processors (.3% of the value of the seafood they purchase) and a 1% salmon marketing assessment paid by Alaska commercial salmon harvesters
- Restricted by law from promoting by region, by specified brand name, or by geographic origin other than from Alaska
- Strong relationships with most major food service chains, retail chains, and foodservice distributors to promote Alaska Seafood products
- Operations are market-driven by industry
- Farmed salmon has flooded market greatly depressing salmon prices
- Other seafood markets are healthy, supporting strong price structure

- US canned salmon sales have increased for each of past three years, supported by ASMI promotions, 2.2 million cases of canned salmon were sold in the US in FY 02 through campaigns focusing on health benefits and ease of preparation
- New initiatives were undertaken to boost frozen seafood sales, to meet market driven growth in frozen private label seafood

#### Measures

- In FY 03 more than 45 million pounds of fresh and frozen Alaska Seafood was sold just during ASMI promotions (excludes distributor promotions), and canned salmon sales in the U.S. increased
- ASMI grew the number of new accounts with 29 new promotional partner accounts in the US representing thousands of stores; and 142 new overseas partners including restaurants and chain stores
- ASMI develops new markets, including developing potential for Alaska seafood in high-growth foodservice categories, including supermarket prepared foods and programs targeted toward multi-unit foodservice accounts

#### Key Issues

- 38% drop in base revenue (59% in salmon receipts) through FY 05
- Difficulty matching federal grant dollars and maintaining a budget due to large fluctuations (down) in revenue stream from harvester/processor assessments
- Concerned about growth of regional marketing efforts siphoning funds away from ASMI programs and potentially weakening overall Alaska branding effort

#### What do we need?

- A stable funding base so we can budget effectively
- Increased funding in FY 05
- Coordinated approach to regional marketing

## ABOUT ASMI

### **Partnership of public and private sectors**

Alaska Seafood Marketing Institute (ASMI) was created twenty-two years ago as a cooperative partnership between the seafood industry and state government to advance the mutually beneficial goal of a stable seafood industry in Alaska. It is Alaska's official seafood marketing agency, and also conducts seafood quality education. Its structure and duties are detailed in Alaska Statute 16.51.

### **Board of Director Appointed by Governor**

The 25-member board of directors is appointed by the governor: 12 seafood harvesters, 12 processors (including 4 small processors) and one layperson. Through the participation of industry representatives on advisory committees, more than 80 people with expertise in the Alaska seafood industry guide ASMI programs.

### **Missions and measures**

The mission of ASMI is to increase the appreciation of and demand for Alaska seafood, and promote the quality and superiority of Alaska seafood products. Measurements of success include development of new markets, development of the market for value-added products, and pounds of Alaska seafood sold through ASMI promotions.

### **Global marketing effort**

ASMI markets Alaska's seafood resources in the U.S., Japan, the European Union, China/Hong Kong, Australia, and Korea. Around the globe, ASMI emphasizes the unique characteristics of our seafood products. Alaska seafood promotions in the U.S. are conducted primarily through national supermarket and restaurant chains, as well as through foodservice distributors. Export activities in both mature and developing markets

include retail and foodservice promotions, trade missions, trade shows and educational seminars for Alaska's trade partners.

### **Promoting the Brand**

ASMI promotes all species of Alaska seafood, with salmon as the lead, under the "Alaska" brand. The brand is widely used in retail and foodservice sectors in the U.S. and overseas. Alaska-branded fish and seafood rank 3<sup>rd</sup> among food brands on menus of the nation's top 500 restaurant chains.

### **Base Funding from Industry**

ASMI is funded through taxes on the seafood industry: a seafood marketing assessment paid by Alaska seafood processors (.3% of the value of the seafood they purchase) and the 1% salmon marketing assessment paid by Alaska commercial salmon harvesters. The last contribution from the state was in FY 97. ASMI uses its industry tax revenue to leverage federal dollars.

### **Funding Overseas Marketing**

Export marketing activities are federally funded by the USDA Foreign Agricultural Service Market Access Program, with a match from the processor portion of ASMI revenue. ASMI markets all species of Alaska seafood in target export markets, according to federal guidelines.

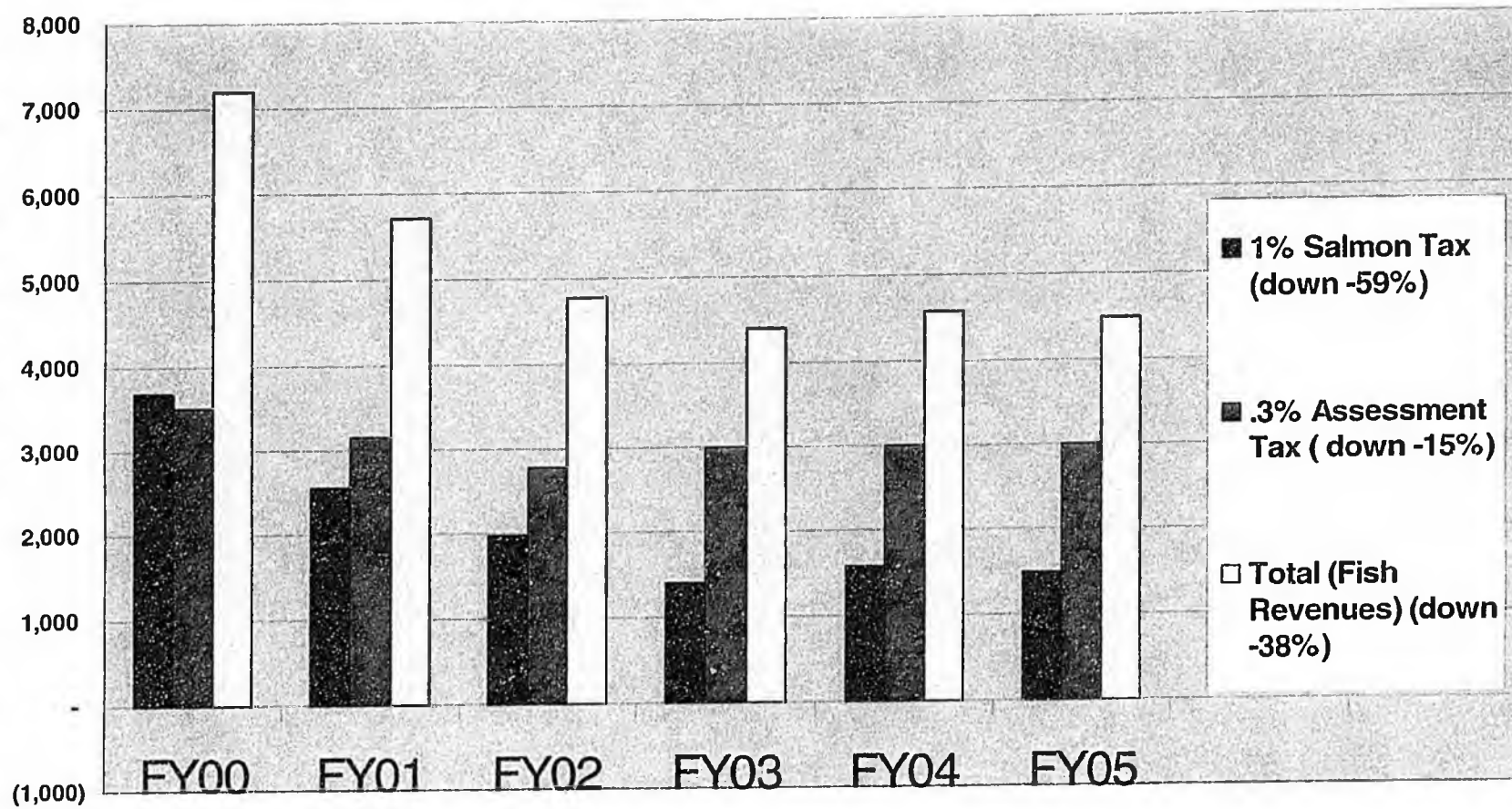
### **Funding Domestic Marketing**

Domestic marketing activities for salmon are funded by salmon fishermen and Alaska seafood processors. The downturn in salmon revenue the last couple of years has been partially offset by a grant under the Trade Adjustment Assistance Act from the U.S. Dept. of Commerce Economic Development Administration. ASMI is required to match this grant dollar for dollar. This grant is used to boost the U.S. demand for Alaska salmon products.

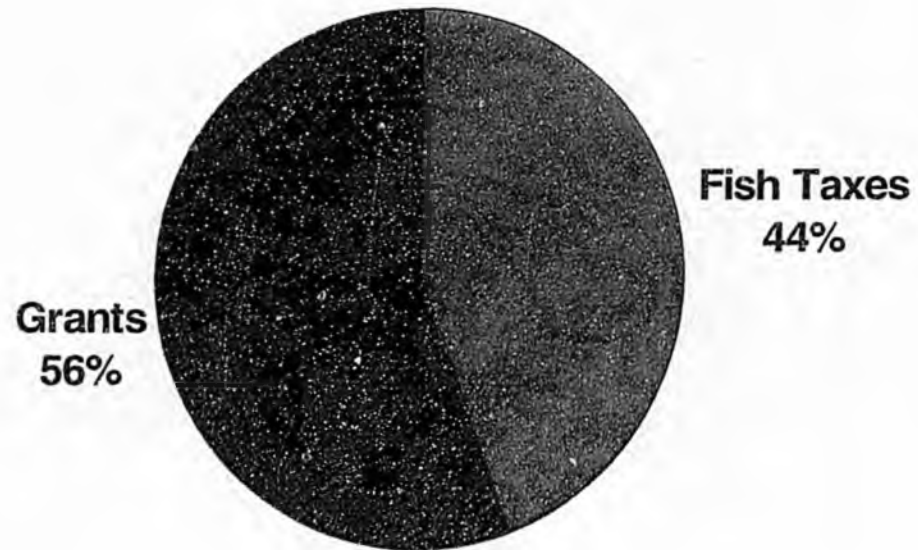
**FY 04 Budget**

\$4.5 million from harvester and processor assessments, ASMI's base revenue, helped ASMI leverage federal dollars for a total budget of \$11 million in FY 04. Declining industry revenue will result in continuing ASMI budget cuts. A 38% drop in base revenue is anticipated from FY 00 to FY 05 (projections show processor assessment down 15%, salmon harvester assessment down 59%).

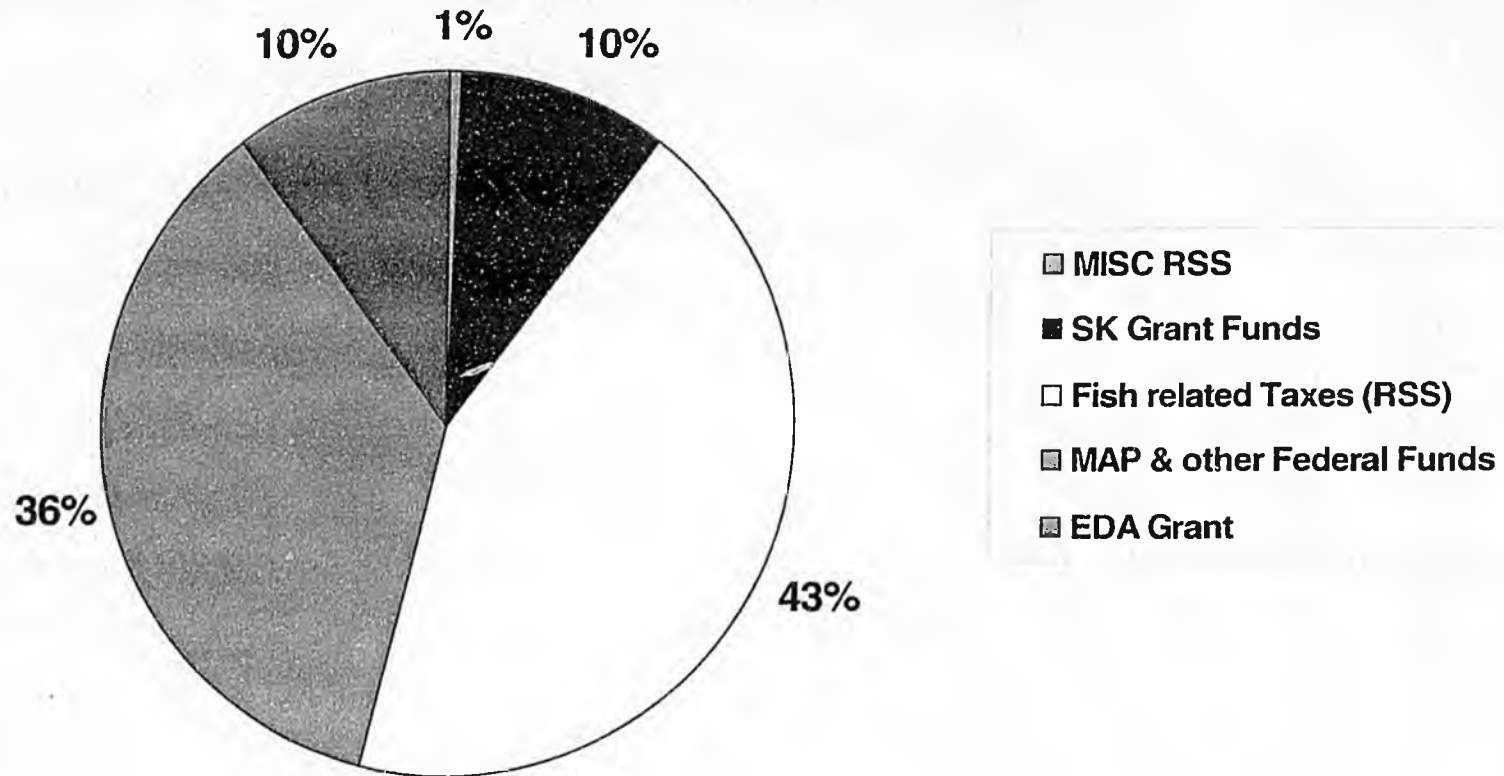
## ASMI Fish Revenue trend (FY00-05)



FY04 ASMI Fund Sources

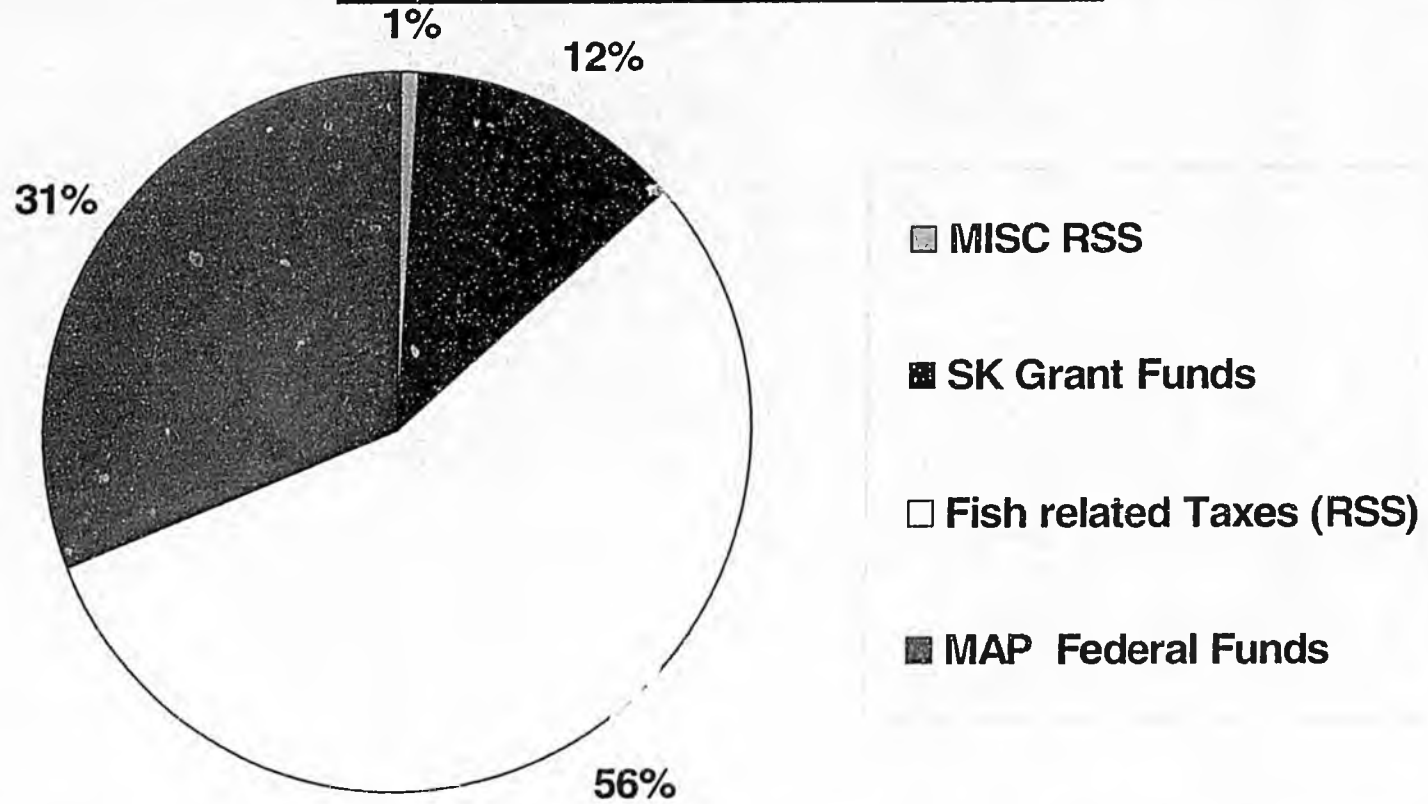


### FY04 ASMI Revenue Sources



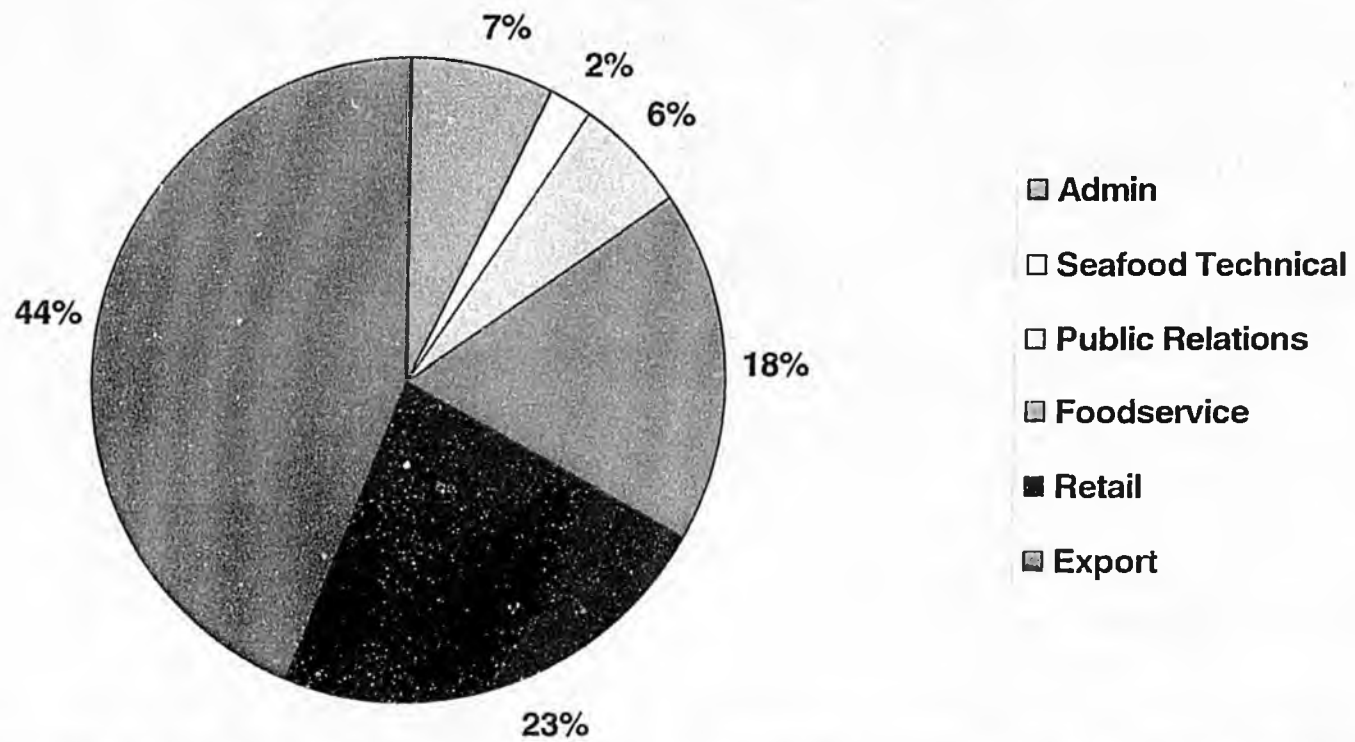
MISC RSS	64
SK Grant Funds	1,000
Fish related Taxes (RSS)	4,575
MAP & other Federal Fu	3,754
EDA Grant	1,079
<b>Total</b>	<b>10,472</b>

### FY05 Projected Revenue Sources

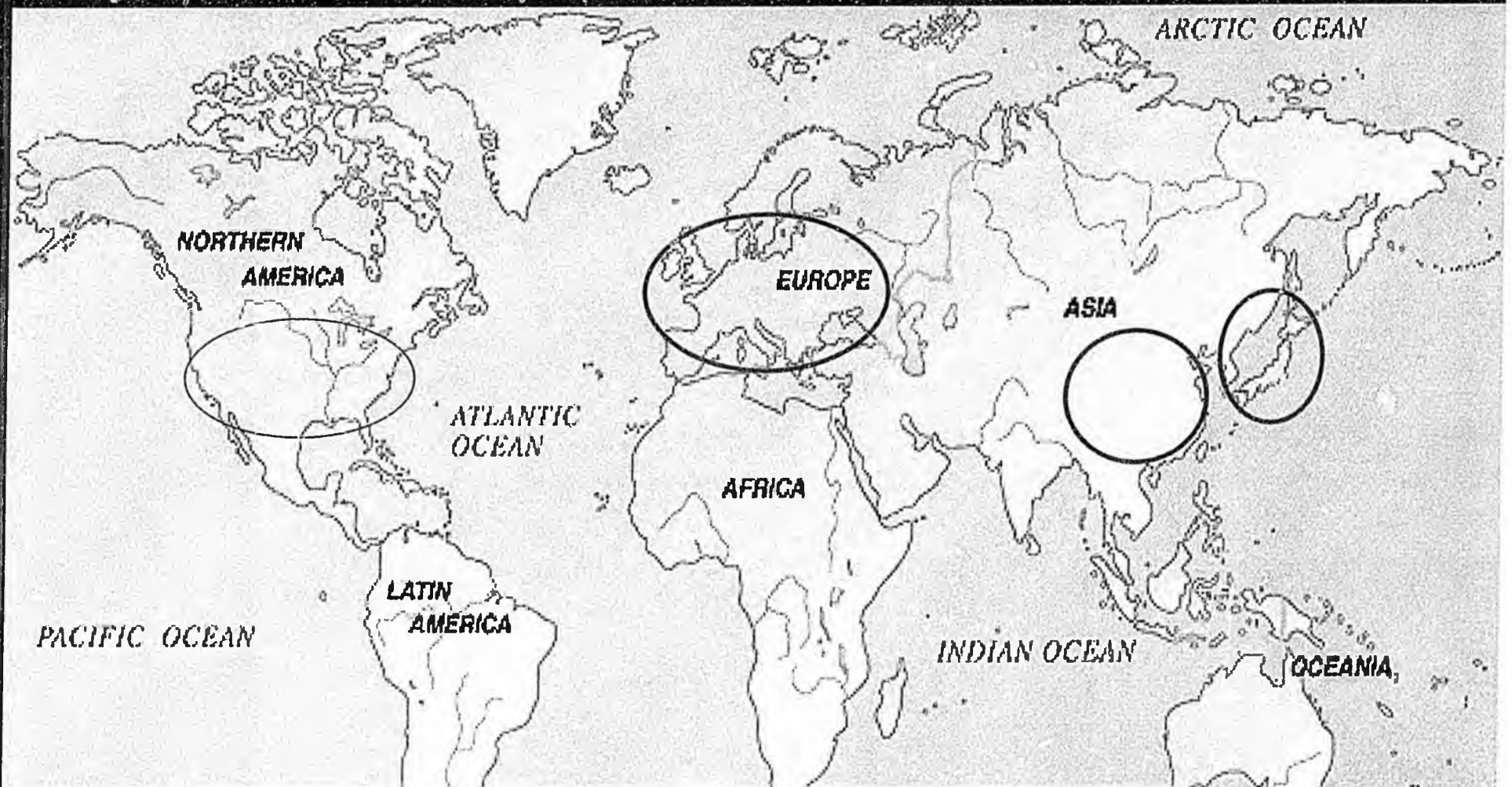


MISC RSS	65
SK Grant Funds	1,000
Fish related Taxes (RSS)	4,500
<u>MAP Federal Funds</u>	<u>2,500</u>
<b>Total</b>	<b>8,065</b>

### FY04 ASMI Budget Allocations



# Location of ASMI Programs



ASMI's Alaska pavilion at the European Seafood Exposition, just one of the many trade shows at which ASMI exhibits, generated on-site sales of \$2 Million and projected subsequent sales of \$75 million for Alaska seafood.



***ASMI'S CURRENT MARKETING PARTNERS- Summer 2003 .***

**Domestic Foodservice:**

Alaska Airlines: On July 1st, Alaska Airlines began serving Alaska sockeye salmon to their first class passengers on all trans-contenential flights as well as West Coast destinations.

Alliant Foodservice: broadline foodservice distributor

Arnies: 4 units

Bill Knapps Restaurants: over 50 units based in Michigan

Byerlys/Lunds: 20 upscale retail stores in Midwest

C.A. Muer: upscale seafood chain based in Detroit, Michigan

Carrows: 141-unit family-style restaurant chain

Chart House: 58-unit steakhouse

Culinary Institute of America (CIA): California and New York campus sponsorships

Club Corporation: 125 private clubs across the U.S.

Dennys: more than 1,700 restaurants nationwide

Fresh Fish Company: largest seafood restaurant in Denver, Colorado

Food Services of America: broadline foodservice distributor, corporate headquarters, Seattle, Washington; Portland, Oregon

Fultons Crab House: annual Seafood Alaska month; Orlando, Florida

Fuddruckers: 205 units with its headquarters in Austin Texas

Gastronomy: 12 units. Gastronomy is a premier seafood restaurant chain in Salt Lake City.

Holland America Chefs Forum: seafood training at CIA Hyatt Hotels: 135 properties

Ivars: Pacific northwest seafood chain

Lindblad Expeditions: five 70-passenger cruise ships

Leng John Silvers: 33 restaurants based in southeast

McCormick & Schmicks: 25-unit seafood chain nationwide

Mallards Restaurant: joint promotion with O'Briens Supermarkets, Modesto, California

Mallard's: 2 restaurants in California

Marie Callenders: 155 units across the Western U.S.

Marriott Hotels: 215-property promotion extending into Canada

Max & Ermas: based in midwest, more than 61 units

Pennsylvania State University: training seminar for multi-sector dining facilities.

McGrath's Fish House: 13 units

Pappas: 61 units, Houston Texas based.

Patina: 9 upscale restaurants throughout California

Ram Restaurants: 25 units with headquarters in Tacoma, Washington and currently operates restaurants in eight states.

Rubios Baja Grille: based in San Diego, California, 125 units, expanding to new markets including Portland and Denver

Rubys Diner: 42 units based out of Southern California

Ryans: 312-unit chain in Greer, South Carolina ServiceMaster: seafood training at CIA

Rockfish: 21 units Dallas Texas based. In addition, ASMI participated in this company's first chef/promotional partner summit this past June which focused on Alaska salmon and halibut.

Sodexo: non-commercial sector with over 4,900 outlets

Steak & Ale: 66 units

Stillwater Grill: independent restaurant in central Michigan

Sysco: broadline foodservice distributor, corporate

Walt Disney World: on-going multi-property training

Westin Hotels: 70 properties

Wyndham Hotel: 200-property hotel chain based out of Dallas, Texas

Xanterra Parks & Resorts: 19 properties. Xanterra Parks and Resorts operate lodges, restaurants, and other concessions at national parks, state parks, and resorts. It is the nation's largest national park concessionaire.

## **Training Key Chefs**

Alaska seafood seminars are conducted at the prestigious Culinary Institute of America (CIA) in California. These events lead to Alaska seafood being added to the menus of national chain restaurants. Alaska seafood education was provided at a special session for chefs working in the cruise ship industry.

2001 CIA Seminar Participants: U.S. Army, Phoenix Restaurant Group, H.E.B. Grocery, Sea World Adventure Park, Darden Restaurants, California Sushi Academy, Disney's Wilderness Lodge, Royal Caribbean Cruise Lines, P.F. Chang's China Bistro, Ameristar Casinos

## **Domestic Retail Partners:**

Alaskan Brewing Company (Possible summer grilling promo)

Fetzer Winery (Promotions in CA)

General Mills (Retail & Foodservice)

McCormick's (Alaska Seafood Cookbook)

Mondavi Winery (Lent Promotion)

Reynolds (Alaska Seafood Cookbook)

Southern Women Shows (Fall Shows)

Schwan's (consumer sweepstakes)

Andronicos (8) Lent Fresh Pollock promo

A. & J.'s Lent Fresh Cod promo

Basha's Lent Canned Salmon promo

Big 8 Food Stores (18 stores)

Big Y (47 stores) "Night of Lite Laughter with Joan Rivers" - Cookbook Promo Kick-Off

Bi-Lo (290)

Bristol Farms, El Segundo California 12 stores

BJ's Wholesale Club in Orlando Florida: Chef Mike personally conducted in-store demonstrations for a special Disney employee night.

Brown & Cole Stores (35 stores in Washington, Oregon and Montana operating under Cost Cutter, Food Pavillion, Food Depot, Red Apple and Thrifty Foods banners)

Bruno's (152) (Southern Women Show's)

Byerly's/Lunds (19) Lent Fresh and Canned Salmon promos

Costco (350)

Cub Foods - (44) Seafood Test Section - "Lose for Lent" promo  
D&W (26 stores) Tailgate party contest - Lent Seafood Cooking Clinics  
Earth Fare Healthy Markets, Asheville NC (7 stores)  
Farmer Jack (103) Microsite - Recipe Contest  
Fiesta Mart (43 stores) Banners & bi-lingual recipes - Lent Canned coupon  
Food Lion, Salisbury North Carolina. (1,136-unit chain)  
Fred Meyer, Portland, Oregon (135 stores) Cooking schools  
The Fresh Market Greensboro NC (33 upscale stores with an emphasis on quality perishables)  
Furr's (69)  
Gerland's (16)  
Giant Carlisle (173)  
Haggen/Top Foods (28 stores in Washington and Oregon)  
H.E.B. (268 stores) Holiday - Crab promo, Lent - Whitefish promo, Summer - Grilling promo  
Harris Teeter (149)  
Hen House (28)  
IGA stores in Georgia, Florida and South Carolina (75)  
Ingle's (208)  
Jungle Jims (Cincinnati)  
King Soopers/City Mkts (122) Lent Whitefish Promo  
Kroger Corporate (3,133 stores); Atlanta, Georgia; Cincinnati, Ohio (99 stores); Detroit, Michigan; Houston, Texas; Indianapolis, Indiana (141 stores); Louisville, Tennessee; Nashville, Tennessee ; Memphis, Tennessee; Roanoke, Virginia.  
Larry's Markets - Lent Fresh Salmon promo  
Lowe's Foods (86)  
Marsh Supermarkets, Indianapolis IN (303 stores)  
MDI (Galaxy Foods) (168)  
Meijer (263)  
Mid-Mountain KVAT (Food City) (87)  
Mollie Stones - Lent Fresh Cod promo  
Pavilions (Safeway) (43) Lent Canned Salmon Promo  
Penn Traffic (366) Lent Recipe Contest  
Piggly Wiggly (107)  
Price Chopper (106)

Publix - Atlanta, Georgia (637)  
QFC, Bellevue, Washington (88 stores) Lent Salmon & Canned Salmon demos  
Rainbow Foods (46) Lent Canned and Fresh Salmon demos  
Raley's (149 stores) Lent Canned Salmon demos  
Ralph's (426 stores) Lent Salmon and Canned Salmon promo  
Randall's/Tom Thumb (121)  
Roth's Family Market Salem, Oregon (12 stores)  
Safeway Corporate (1,672 stores); Eastern Division; Portland, Oregon; Seattle, Washington  
SAM'S Club (500) Grand Store Opening Demo's  
Save Mart (98) Cook from Frozen promo  
Smith's (116 stores) Lent Whitefish Promo  
Stater Bros. Lent Canned and Frozen Salmon promo  
The Fresh Market (25)  
Trader Joe's (140)  
Vons - Safeway (285)  
WalMart (760)  
Wegman's (59) Pot Caught Cod promo  
Wild Oats Markets (101 stores in 23 states and British Columbia  
Whole Foods, Southern Division. Twenty-nine units operating under the names Fresh Fields and  
Whole Foods throughout Washington, D.C., Georgia, Maryland, Virginia, North Carolina, New  
Jersey and Pennsylvania. (140)  
Winn-Dixie (all divisions) (1,182)

**ASMI Export Partners:***Japan – Retail Partners*

Benirei/Marubeni

Coop Miyagi

Coop Sapporo

Daiei

Daikan-yama

Gallo

Hankyu Oasis Kawasho

Himeji Gyorui

Hokka-do Zenno A Coops

Ito Yokado  
Kamewa Shoten  
Kanagawa Coop  
Katumata Shoten  
Kinokuniya Kamewa Shoten  
Kyokuichi  
Kyokuyo  
Lawson  
Maruha  
Masusen & Udo Co.  
Matsuzakaya Fair  
Meidi-ya  
Mitsui  
Nichirei  
Nichiro  
Nicos  
Nissui  
Nomco  
NPPI  
Roberto  
Ryoei Trading  
Ryoyou Store  
Sato Supermarket  
Seiyu Store Chains  
Sento Gyorui  
Towa Foods  
Toyo Suisan  
Ujo Suisan  
Uoriki Benerei  
Yamamasa  
York Benimaru  
Zengyoren

Export – Japan – Foodservice Partners

Capitol Tokyu Hotel

Princes Hotel

Export – China Retail Partners

Auchan

Beijing Hualian Group

Carrefour

E-Mart

Guangnan KK

Guangzhou Dongiun Store

Jia You Supermarket

Jusco

Kuang Kelong

Lotus Supermarkets

Sam's Club in Fuzhou

Sams Club in Shenzhen

Wal- Mart in Fuzhou

Wal- Mart in Shenzhen

Whole Sun

Xiao Nan Guo - Hong Kong

Xiao Nan Guo - Shanghai

Export – China Foodservice Partners

Beijing Xin Yuan Hotel

Grand Hyatt Shanghai

Hilton Hotel

Hotel Ningbo

Jian San Yua

JK Xiao Nan Guo Restaurant

Qin Zhi Lu Hotel

Qing Sang City Hotel

Qing Song Cheng Hotel

R66 (Restaurant)  
Rainforest Café  
Rossina Café  
Shanghai Galaxy Hotel  
Shanghai Mansion  
Shanghai Ritz Carlton  
Sheraton Hotel  
Shooters 52  
White Swan Hotel

Export – Taiwan – Retail Partners

Aces Comfood  
Costco  
Koyo Supermarket  
President Chain Supermarket  
Sinon Supermarket  
Taipei Seafood Market  
Takashimaya  
Yumouwu

Export – Taiwan – Foodservice Partners

Dan Ryan  
Grand Formosa  
Hooters  
Linden Hotel  
Margaret 24 Hour Restaurant

Export – Australia/New Zealand Retail Partners

Aldi  
Coles Supermarkets  
Colruyt  
Franklins  
Woolworths

Export – Central Europe (France, Germany, Belgium) Retail Partners

Yukon Wilder Lachs

Colruyt TAF

Kunkel

Yukon Austria/Germany TAF

Friedrichs Germany

Cabbac Carrefour B

Picard Surgeles

Pan Fish

LeClerc

GB Belgium

Tallec

Fjord King

Promodes

Thieiet

Export – Central Europe Foodservice Partners

Davigel

Brake France

Pomona

Friedrichs TAF 17

Metro TAF 19

Flunch Cageteria Chain

CFS Carigel Austria

Export – Northern Europe Retail Partners

Marr Foods

M & J Seafoods

Iceland

Marks & Spencer

Co-op

Waitrose

Tesco

WM Morrison

Dansk Denmark

Somerfield

Budgen

*Export – Northern Europe Food Service Partners*

TGI

*Export – Southern Europe Retail Partners*

Enaco supermarket chain

Abordo Frozen food chain

Supeco/Maxor Grup

Kontoveros

Auchan

Carrefour

Jeronimo Martins

THE  
FOLLOWING  
DOCUMENT(S)  
ARE  
POOR  
ORIGINAL  
COPIES



**United Southeast Alaska Gillnetters**

PO Box 23378, Ketchikan, AK 99901 Phone & Fax (907) 247-2471 Email: usa\_gillnetters@att.net

February 8, 2004

The Honorable Con Bunde, Chair  
Senate Labor & Commerce Committee  
Alaska State Capitol, Room 506  
Juneau, AK 99801                      Send Via Fax to: 465-3871

Dear Senator Bunde,

The United Southeast Alaska Gillnetters (USAG) is an association of about 150 small business owners who catch salmon by drift gillnetting in Southeast Alaska and market salmon throughout the United States. Many of our members also participate in other fisheries such as crab, shrimp, longline, and dive fisheries. We would like to address the issues raised by SB 273 which will revamp the ASMI board and ASMI's funding mechanism. USAG supports full funding of the ASMI program. Our members voted for the 1% marketing tax on salmon and most of them still support that tax. We think the biggest problem ASMI has had is marketing Alaska seafood with a 6 to 10 million dollar domestic budget when Norway is reported to spend 70 million on the US domestic market alone. We understand many millions more are being spent for marketing by other producers of farmed salmon in the US, Japan and around the world. Businesses selling to the general public know that product recognition is vital to their success and that they must advertise in order to raise public awareness of their products.

ADVERTISING WORKS. Why should the Alaska seafood industry think it would be different with our products? Advertising is one key to restoring our industry. Delivering high quality products as advertised is the second. Many times Alaska is falling short in both areas. We need to assure that ASMI has adequate long term consistent funding to perform its mission. We therefore support maintaining the 1% tax on salmon and instituting the 0.3% tax on other seafood. With the escalation of world wide competition and farming of many species, everyone will eventually need product marketing.

Many think the present ASMI board is too large and unwieldy to provide the leadership required for ASMI to be a more effective organization. We tend to agree with this view. We do not know if 9 is the correct number but it seems a reasonable place to start. Other numbers in the low teens would be acceptable.

Now the hard part. While supporting the 1% salmon tax as we stated above, we oppose applying this tax to our hatchery cost recovery programs as this legislation would do.

Most of you have heard all the arguments associated with this, and I know they were covered thoroughly by the Joint Legislative Task Force. The fundamental problem is that this would be a second tax on fishermen who depend on hatchery production for a portion of their livelihood. Any time costs are increased for our hatcheries, which of course this tax would do, those costs come directly out of the pockets of fishermen. The cost recovery fish hatcheries take are fish that fishermen then do not have the opportunity to catch and sell. This is fundamentally unfair since our fishermen have already paid the 1% marketing tax on their gross income. Applying this tax to hatcheries is exactly the same as putting a tax on top of the 3% enhancement tax already paid by fishermen to support the hatcheries. The result is the same in both cases, an increased tax on fishermen. Fishermen pay for EVERY COST that it takes to operate our hatcheries, either through the 3% enhancement tax or the cost recovery fish that the hatchery must catch to fund its programs. Putting this tax on hatcheries would also result in fishermen with hatcheries in their area paying more marketing tax than fishermen with no hatcheries in their area. This may be fine for those who do not have hatcheries, but does it represent fair and equal taxation? We do not think so.

In conclusion, we support the changes proposed for the ASMI board and the 1% salmon marketing tax and the 0.3% seafood marketing tax. We oppose having the 1% marketing tax applied to hatchery cost recovery activities. Thank you for your consideration of our views on this legislation.

Yours truly,

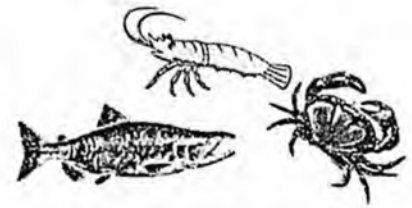


Kenneth Duckett  
Executive Director

cc: Senator Gary Stevens Via fax to: 486-5264  
Southern Southeast Regional Aquaculture Association Via fax to: 225-1348  
Northern Southeast Regional Aquaculture Association Via fax to: 747-1470  
Douglas Island Pink and Chum Via fax to: 463-3213  
United Fishermen of Alaska Via email

## Southeast Alaska Fishermen's Alliance

9369 North Douglas Highway  
Juneau, AK 99801



Phone 907-586-6652

Fax 907-586-5648

E-mail: [seafa@gci.net](mailto:seafa@gci.net)

---

February 3, 2004

Senate Labor & Commerce Committee  
Senator Con Bunde, Chair  
Alaska State Legislature  
State Capitol, Mail Stop 3100  
Juneau, AK 99801

RE: Support SB 273 with suggested change to Board size

The Southeast Alaska Fishermen's Alliance supports SB 273 although we feel that the ASMI board size should larger with 12 or 15 members. We support a .3% tax on all seafood products with salmon staying at a 1% level. We also believe that it is good state policy that all seafood products be taxed. While no one truly wants to support an additional tax, we understand the need for a marketing program that has the necessary base funding to market Alaska seafood.

While we understand that a 25-member board can be awkward to conduct business, we also feel that too small of a board doesn't allow the diversity or knowledge necessary to fully represent the seafood industry in Alaska. The regions and fisheries are so varied. We understand that with a small a board, those appointed need to be statesman and represent the entire state but you still need the individual knowledge about various fisheries so that the policy of where and on what species marketing efforts need to be expended on will provide the greatest good for the state.

The Southeast Alaska Fishermen's Alliance is a fishermen's membership organization representing our members involved in the salmon, crab, shrimp and longline fisheries of Southeast Alaska.

Sincerely,

Kathy Hansen  
Executive Director

# OCEAN BEAUTY SEAFOODS, INC.

February 3, 2004

Senator Con Bunde  
Chairman, Senate Labor and Commerce Committee  
Pouch V  
Juneau, Alaska 99801

Dear Chairman Bunde and members of the Senate Labor and Commerce Committee:

As the largest salmon processor in Alaska (based on raw weight of product purchased), Ocean Beauty Seafoods would like to thank the members of the Salmon Industry Task Force for their hard work and special attention to the critical challenges we are facing in our industry. We would also like to thank Senator Gary Stevens for sponsoring SB 273 on behalf of the Task Force.

Marketing Alaskan seafood products is more important than ever due to the increasing quantities of product available to consumers. Differentiating Alaskan products from other seafood products is a valuable way to steer consumers to buy them. The key to doing this successfully is to coordinate "generic marketing" of Alaskan seafood with our individual efforts to sell to specific retailers in individual regions of the country.

The special federal marketing money which is currently available through the State and the new federal marketing board is of great help to us by matching our private funds to increase the amount of specific product marketing, especially for pink salmon products. Hopefully, we will be able to demonstrate that these funds will result in the increased sale of Alaskan salmon and allow us to purchase more raw product and increase its value to Alaskan fishermen.

While ASMI is a valuable contributor to the overall seafood marketing effort, its current board size is too large to allow the kind of focus that we believe is necessary to maximize its effectiveness. Therefore, we strongly support the proposed reduction in the board size from 25 to 9 members as proposed in SB 273. That, more than any other change, should make a significant difference in its future operations.