



Alaska Seafood Purchasing Guide for Schools

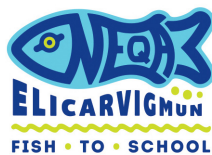


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Purpose of this Guide

This publication is intended to help food service professionals in Alaska school districts navigate finding and purchasing Alaska seafood from Alaska seafood suppliers. The information in this guide is based on recommendations shared by Alaska-based seafood businesses that already sell Alaska seafood to local schools, or are interested in selling their seafood to Alaska schools.

The Alaska Seafood Supplier Directory provides detailed information on how to contact the seafood suppliers in Alaska who express interest in selling Alaska seafood to Alaska schools. Three indexes organize the

supplier listing by species and product form, region, and delivery options.

The authors of this guide welcome additional input from seafood suppliers in Alaska to ensure that the information presented is both comprehensive and timely. To be added to the supplier directory and/or to share experience and tips for working with local schools, contact Dr. Quentin Fong (gsfong@alaska.edu) at the Kodiak Seafood and Marine Science Center, University of Alaska Fairbanks, in Kodiak. An updated version of this guide will be produced as needed.



Fisheries to Schools Program

This guide was developed by the Fisheries to Schools project at the University of Alaska Fairbanks Center for Alaska Native Health Research and the Alaska Sea Grant Marine Advisory Program. The overall goal of the Fisheries to Schools program is to increase food security, improve dietary quality in Alaska communities, and strengthen local and regional markets for sustainably harvested fish. Based on the lessons learned from

USDA farm to school programs that connect students with local agricultural businesses, the Fisheries to Schools project promotes Alaska seafood in schools by serving Alaska fish in school lunches, teaching fish-related lessons in classrooms, and holding fish-inspired community activities. A Fish-to-School toolkit that provides more details on implementing the entire program will be available separately from this guide.



Jennifer Nu

Why Serve Alaska Seafood in Schools?

The 2010 USDA Dietary Guidelines for Americans recommends that Americans consume at least two servings of seafood a week. Wild Alaska salmon is an excellent source of lean protein, vitamin D, and omega-3 fats, as well as other important vitamins and minerals. Omega-3 fatty acids found in Alaska salmon protect against

heart disease, promote healthy vision, and can lower risk of diabetes, depression, and dementia. Vitamin D promotes strong bones, protects against colon cancer, and can lower blood pressure. Serving salmon and other Alaska seafood in schools provides students with a highly nutritious product that is produced within the state.

Going Above and Beyond Selling Seafood

Many Alaska seafood suppliers are enthusiastic and willing to work closely with schools, not just to sell fish, but also to promote the benefits of Alaska seafood in other ways.

These may include

- Sharing recipes.
- Food demonstrations and staff trainings.
- Participation in special events and extracurricular activities.
- Developing new product lines tailored to the needs for school lunch service.
- Tours of supplier facilities for school field trips.
- Mentoring and internship opportunities for middle and high school age students who are interested in pursuing a future career in the seafood industry.

Communicate with your supplier to find out how he/she can be involved in promoting Alaska seafood learning opportunities in your school district.



Kurt Byers

Tips for Working with Alaska Seafood Suppliers

Procurement Resources for National School Lunch Program Participants

School districts that receive federal funds for the National School Lunch Program must follow federal procurement regulations, which includes getting quotes from two or

more potential vendors. Consult the State of Alaska Child Nutrition Program for more details.

- ▶ Establish a good working relationship with a customer-oriented seafood supplier and maintain communication with them about the needs of your school food service.

Start by contacting suppliers who are located closest to your community/region, as this may yield the best delivery options. If seafood suppliers in your community/region are not interested in selling seafood locally, expand your search to other regions.

- ▶ Contact Alaska seafood suppliers **at least one month prior to the fishing season** so they can make arrangements to ensure enough supply and to accommodate any special requirements for school food service.

For example, salmon harvests start in late May, so order by late April or early May. Black cod harvests start at the beginning of March, so order early in February. See the **Alaska Seafood Availability Chart** on page 8 for fishing seasons.

- ▶ Ordering before the fishing season may also enable suppliers to provide a better price than ordering from their inventory after the fishing season has ended.



Jennifer Nu

Use the **Supplier Index by Region and Community** on page 10 for Alaska seafood suppliers by region.



Kurt Byers

Use the **Alaska Seafood Supplier Directory** starting on page 19 for contact information of Alaska suppliers who work with schools, or have expressed interest in doing so.

Questions to consider or to ask the supplier

SPECIES

- What species does the supplier provide?
- When are these species available for purchase and delivery?

Use the **Supplier Index by Species and Product Form** starting on page 11 for Alaska seafood suppliers by species.

PRODUCT FORMS AND PACKAGING

- What product forms are available?
Suppliers may sell their fish whole, headed and gutted, or as fillets, portions, and/or ready-to-eat products such as smoked, canned, or retort pouches.
- What packaging is available?
Suppliers may be able to package seafood in individual vacuum packages or larger quantities. Also consider the weight of the boxes.
- Are custom product forms and packaging available?
- Decide what product form and packaging will work best for your school and kitchen.

The type of kitchen and HACCP plan for your district's food preparation facilities will affect the seafood product form you will need and how your school service staff will handle, store, and serve fresh and/or frozen seafood.

For example, a school food service facility equipped to prepare meals from scratch may be able to handle fillets of salmon. On the other hand, one that can only heat and serve processed foods may need individually vacuum-packed portioned fish or smoked products in retort pouches.



Deborah Mercy

See the **Glossary of Seafood Industry Terms** on page 25 for commonly used terminology.

More about processing

Different processing techniques affect the taste and texture of the seafood product, so these should be considered when making decisions about product forms. Examples:

Pinbone out salmon fillets have a slightly softer texture than salmon fillets that were immediately frozen with **pinbone in**.

Skin-on fillets will retain more moisture than **skin-off** fillets.

Flash frozen fish will better keep product quality and nutrients than **glazed** or **unglazed frozen** fish.



QUALITY

- When was the fish caught and/or what “grades” of fish are available?



The quality of fish and any frozen foods will decline the longer it is stored, so it is important to plan your menu to use the seafood within 6–12 months of purchase in order to maintain the highest nutritional content.

More about fish quality

Higher grade fish is the highest quality and will have a good texture and flavor. Most likely it will be fish caught in the most recent fishing season. This type of fish is appropriate for baked, poached, or grilled preparations where the fish is a stand-alone part of the meal.

Lower grade fish may be fish that was caught the previous season or that is slightly flawed, bruised, or soft. This fish is lower priced, but may have a shorter shelf life than higher quality fish. Lower grade fish can be used in recipes where texture is less critical, such as fish patties, soups, and tacos.



See **Resources** on page 9 for ASMI guides on salmon product specifications and grading, and the *Whitefish Buyer's Guide* for non-salmon products.

PRICE AND PAYMENT

- Discuss pricing, invoicing, and any necessary contractual agreements and/or bidding processes with your supplier.

Local seafood prices will vary according to species, market prices, season, level of processing, and logistical considerations with shipping and delivery. Some suppliers may offer wholesale or special pricing for schools, while others maintain retail pricing.



Kurt Byers

STORAGE AND DELIVERY

- If the supplier is located in your community, will the supplier deliver or coordinate with school staff for pick-up?
- What shipping options are available for suppliers that are located outside your community?
- Are your storage facilities limited? Can the supplier hold inventory and deliver seafood in shipments throughout the school year? (Some suppliers may have access to cold storage at their facilities or through contacts.)

For rural or nonlocal school districts, some suppliers may already be set up to ship fish via air cargo, barge, or other transport. Other suppliers may be hesitant to ship fish and may not even offer this service.

When transporting fish over long distances, careful temperature control is necessary to ensure that the quality of the seafood is maintained. Poor temperature control can result in seafood that is potentially harmful when consumed. Schools are advised to be prepared to share financial responsibility for any risks associated with shipping fish.



Alaska Seafood Availability Chart

A wide variety of seafood in Alaska is harvested at different times of the year and in different regions, depending on the species. Familiarity with the species and harvest seasons is important for sourcing Alaska seafood in school meals in order to obtain the best price. The following chart provides information on the harvest seasons for seafood in Alaska. More information can be found at the Alaska Seafood Marketing Institute website, www.alaskaseafood.org.

HARVESTING SEASONS

ALASKA SEAFOOD

SALMON

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
King												
Sockeye												
Coho												
Keta												
Pink												

WHITEFISH

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Halibut												
Black Cod (Sablefish)												
Alaska Pollock												
Cod						*	*	*	*			
Sole/Flounder												
Rockfish												

SHELLFISH

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	
King Crab				*	*	*	*	*	*			*	
Snow Crab			*	*	*								
Dungeness Crab	*	*			*								
Shrimp/Spot Prawns			*	*							*	*	
Oysters													
Weatherlane Scallops											*	*	

KEY HARVESTING PERIODS
 MOST ALASKA SEAFOOD IS AVAILABLE FROZEN YEAR-ROUND

* FISHING MAY BE SUBJECT TO SPORADIC OPENINGS AND CLOSINGS



ALASKA SEAFOOD
Wild, Natural & Sustainable®

Source: www.alaskaseafood.org/information/seasons

Resources on Serving and Promoting Local Seafood in Schools

A number of organizations and agencies offer free online and print publications for serving and promoting local seafood in schools. This page lists some resources and websites where materials can be accessed.

Seafood safety and handling

- Alaska Seafood Marketing Institute, www.alaskaseafood.org
- Alaska Seafood Marketing Institute: A Food Service Guide to Seafood Quality, www.alaskaseafood.org/fishingprocessing/fsgsq.htm
- *Recoveries and Yields from Pacific Fish and Shellfish*, Alaska Sea Grant Marine Advisory Bulletin No. 37, seagrant.uaf.edu/bookstore/pubs/MAB-37.html

Seafood purchasing guides

- Alaska Salmon Buyers Guide, www.alaskaseafood.org/fishingprocessing/sgrades.htm
- Alaska Whitefish Buyers Guide, www.alaskaseafood.org/retailers/practices/pages/buyerguide-whitefish/

Fish in the cafeteria

- Alaska Farm to School, dnr.alaska.gov/ag/ag_FTS.htm
- Alaska Farm to School Recipes: Multiple Batch Sizes, www.uaf.edu/ces/pubs/catalog/detail/index.xml?id=574
- Alaska Child Nutrition Services, www.eed.state.ak.us/tls/cnp/
- Genuine Alaska Pollock, www.greatfishforgreatkids.org/

Fish in the classroom

- Sitka Conservation Society, dnr.alaska.gov/ag/FarmToSchool/FISH2SCHOOL.pdf
- University of Alaska Fairbanks, Center for Alaska Native Health Research, UAF Fish-to-School Toolkit (coming soon)

Fish in the community

- Alaska Food Policy Council, akfoodpolicycouncil.wordpress.com/
- University of Alaska Fairbanks, Center for Alaska Native Health Research, UAF Fish-to-School Toolkit (coming soon)

Supplier Index by Region and Community

Following is a list of seafood suppliers by region and community. Contact information for each company can be found in the Alaska Seafood Supplier Directory.



Supplier Index by Species and Product Form

Following are lists of seafood suppliers by seafood species and product form. Contact information for each company is provided in the Alaska Seafood Supplier Directory starting on page 19.

Salmon: Chinook (king)

Supplier	Product form/cut						Freezing/packaging						Processing and packaging			
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Glacier Seafoods	•	•	•	•	•	•	•	•		•		•				•
Alaska Pacific Seafoods (North Pacific Seafoods)	•	•										•				
Alaska Salmon Direct	•	•								•						
Alaska Salmon Purchasers Inc.	•	•	•	•	•	•	•	•		•		•				
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.	•	•	•	•	•	•	•	•		•		•				
Inlet Fish Producers, Inc.	•	•	•													
Naknek Family Fisheries	•	•	•													
Silver Bay Seafoods, Craig Facility	•						•				•					
Silver Bay Seafoods, Metlakatla Facility	•						•				•					
Silver Bay Seafoods, Naknek Facility	•	•					•									
Silver Bay Seafoods, Sitka Facility	•						•				•				•	
Silver Bay Seafoods, Valdez Facility	•						•				•					
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				
Tanner's Fresh Fish Processing		•	•									•	•			•
Tonka Seafoods		•	•	•	•								•	•	•	•



Jennifer Nu

Salmon: chum (keta)

Supplier	Product form/cut					Freezing/packaging					Processing and packaging					
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Glacier Seafoods	•	•	•	•	•	•	•	•		•		•				•
Alaska Pacific Seafoods (North Pacific Seafoods)	•	•										•				
Alaska Salmon Direct	•	•								•						
Alaska Salmon Purchasers Inc.	•	•	•	•	•	•	•	•		•		•				
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Auction Block Co., The	•	•	•			•						•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.	•	•	•	•	•	•	•	•		•		•				
Indian Valley Meats												•	•		•	•
Inlet Fish Producers, Inc.	•	•	•													
Interior Alaska Fish Processors		•			•							•	•			
Kwik'pak Fisheries	•	•	•									•				
Naknek Family Fisheries	•	•	•									•	•			
Norton Sound Seafood Center	•	•						•								
Silver Bay Seafoods, Craig Facility	•						•				•					
Silver Bay Seafoods, Metlakatla Facility	•						•				•					
Silver Bay Seafoods, Naknek Facility	•	•					•									
Silver Bay Seafoods, Sitka Facility	•						•				•				•	
Silver Bay Seafoods, Valdez Facility	•						•				•					
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				
Tanner's Fresh Fish Processing		•	•									•	•			•
Tonka Seafoods		•	•	•	•								•	•	•	•



Jennifer Nu

Salmon: sockeye

Supplier	Product form/cut						Freezing/packaging					Processing and packaging				
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Blue Harvest Seafoods	•	•										•				
Alaska Glacier Seafoods	•	•	•	•	•	•	•	•		•		•				•
Alaska Pacific Seafoods (North Pacific Seafoods)	•	•										•				
Alaska Salmon Direct	•	•							•							
Alaska Salmon Purchasers Inc.	•	•	•	•	•	•	•	•	•		•					
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Aleutia	•	•	•		•	•						•	•			
Aleutian Fresh Seafoods, LLC		•										•	•	•	•	
Auction Block Co., The	•	•	•			•						•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.	•	•	•	•	•	•	•	•	•		•					
Inlet Fish Producers, Inc.	•	•	•	•	•											
Interior		•			•							•	•			
Naknek Family Fisheries	•	•	•													
Silver Bay Seafoods, Craig Facility	•						•				•					
Silver Bay Seafoods, Metlakatla Facility	•						•				•					
Silver Bay Seafoods, Naknek Facility	•	•					•									
Silver Bay Seafoods, Sitka Facility	•						•				•				•	
Silver Bay Seafoods, Valdez Facility	•						•				•					
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				
Sun'aq Tribal Enterprises			•		•							•	•			
Tanner's Fresh Fish Processing		•	•									•	•			•
Tonka Seafoods		•	•	•	•							•	•	•	•	•



Salmon: coho

Supplier	Product form/cut					Freezing/packaging					Processing and packaging					
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Blue Harvest Seafoods	•	•										•				
Alaska Glacier Seafoods	•	•	•	•	•	•	•	•		•		•				•
Alaska Pacific Seafoods (North Pacific Seafoods)	•	•										•				
Alaska Salmon Direct	•	•								•						
Alaska Salmon Purchasers Inc.	•	•	•	•	•	•	•	•		•		•				
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Auction Block Co., The	•	•	•			•						•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.	•	•	•	•	•	•	•	•	•			•				
Inlet Fish Producers, Inc.	•	•	•													
Kwik'pak Fisheries	•	•	•	•	•	•	•	•				•				
Norton Sound Seafood Center	•	•						•								
Silver Bay Seafoods, Craig Facility	•						•				•					
Silver Bay Seafoods, Metlakatla Facility	•						•				•					
Silver Bay Seafoods, Naknek Facility	•	•					•									
Silver Bay Seafoods, Sitka Facility	•						•				•				•	
Silver Bay Seafoods, Valdez Facility	•						•				•					
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				
Tanner's Fresh Fish Processing		•	•									•	•			•
Tonka Seafoods		•	•	•	•							•	•	•	•	•



Salmon: pink

Supplier	Product form/cut						Freezing/packaging						Processing and packaging			
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Blue Harvest Seafoods	•	•										•				
Alaska Glacier Seafoods	•	•	•	•	•	•	•	•		•		•				•
Alaska Pacific Seafoods (North Pacific Seafoods)	•											•				
Alaska Salmon Direct	•	•								•						
Alaska Salmon Purchasers Inc.	•	•	•	•	•	•	•	•		•		•				
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Auction Block Co., The	•	•	•			•						•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.	•	•	•	•	•	•	•	•		•		•				
Inlet Fish Producers, Inc.	•	•	•													
Naknek Family Fisheries	•	•														
Silver Bay Seafoods, Craig Facility	•						•					•				
Silver Bay Seafoods, Metlakatla Facility	•						•					•				
Silver Bay Seafoods, Naknek Facility	•	•					•									
Silver Bay Seafoods, Sitka Facility	•						•					•			•	
Silver Bay Seafoods, Valdez Facility	•						•					•				
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•									
Sun'aq Tribal Enterprises				•	•							•	•			
Tanner's Fresh Fish Processing		•	•									•	•			•
Tonka Seafoods		•	•	•	•								•	•	•	•

Halibut

Supplier	Product form/cut						Freezing/packaging						Processing and packaging			
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Glacier Seafoods	•	•	•	•	•		•	•				•				•
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Aleutian Fresh Seafoods, LLC		•							•							
Auction Block Co., The	•	•	•		•							•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.	•	•	•	•	•	•	•	•		•		•				
Norton Sound Seafood Center		•		•	•							•				
Silver Bay Seafoods, Metlakatla Facility	•								•							
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•									
Sun'aq Tribal Enterprises				•	•							•				
Tanner's Fresh Fish Processing		•	•									•	•			•
Tonka Seafoods		•	•	•	•								•	•	•	•

Black cod (sablefish)

Supplier	Product form/cut						Freezing/packaging					Processing and packaging				
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Glacier Seafoods	•	•	•	•			•	•		•		•				•
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.	•	•	•	•	•	•	•		•		•					
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				
Sun'aq Tribal Enterprises										•		•	•			

Pacific cod

Supplier	Product form/cut						Freezing/packaging					Processing and packaging				
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
10th and M Seafoods	•	•	•				•									•
Alaska Glacier Seafoods	•	•	•	•	•	•	•	•		•		•				•
Alaska Pacific Seafoods (North Pacific Seafoods)	•	•					•		•							
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Aleutian Fresh Seafoods, LLC	•							•								
Auction Block Co., The	•	•	•	•	•							•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Norton Sound Seafood Center		•		•	•							•				
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				
Sun'aq Tribal Enterprises			•	•	•							•				
Tanner's Fresh Fish Processing		•	•									•	•			•
Tonka Seafoods		•	•	•	•							•	•	•	•	•



Deborah Mercy

Rockfish (snapper)

Supplier	Product form/cut						Freezing/packaging						Processing and packaging			
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
Alaska Glacier Seafoods	•	•	•	•			•	•		•		•				•
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•		•	•	•	•	•	•
Auction Block Co., The	•	•	•	•	•							•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
E.C. Phillips and Son, Inc.		•		•	•	•	•	•		•	•					
Silver Bay Seafoods, Metlakatla Facility	•								•							
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				
Tanner's Fresh Fish Processing		•	•									•				•
Tonka Seafoods		•	•	•	•								•	•	•	•

Lingcod (greenling)

Supplier	Product form/cut						Freezing/packaging						Processing and packaging			
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
Alaska Glacier Seafoods	•	•	•	•			•	•		•		•				•
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Auction Block Co., The	•	•	•		•							•				•
Copper River Seafoods, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Sitka Sound Seafoods (North Pacific Seafoods)	•	•	•				•					•				

Pollock

Supplier	Product form/cut						Freezing/packaging						Processing and packaging			
	Headed and gutted	Fillet	Portions	Skinless	Pinbone out	Pinbone in	IQF	Glazed	Shatterpack	Fresh frozen	Frozen blocks 50#	Frozen vac. sealed	Smoked	Retort	Can	Custom
Alaska Pacific Seafoods (North Pacific Seafoods)	•	•					•		•							
Alaska's Finest Seafood, LLC	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•

Supplier Index by Delivery Option

Following is a list of seafood suppliers categorized by logistical services they can arrange for schools, including local delivery, statewide shipping, and holding inventory. Contact information for each company can be found in the Alaska Seafood Supplier Directory. Product form and packaging information is in the Supplier Index by Species and Product Form.

Supplier	Delivery option		
	Local delivery	Statewide shipping	Hold inventory
10th and M Seafoods	•	•	•
Alaska Blue Harvest Seafoods	•	•	•
Alaska Glacier Seafood	•	•	•
Alaska Pacific Seafoods (North Pacific Seafoods)	†		
Alaska Salmon Direct	•	•	•
Alaska Salmon Purchasers Inc.	•	•	•
Alaska's Finest Seafood, LLC	•	•	•
Aleutia	•	•	•
Aleutian Fresh Seafoods	•	•	•
Auction Block Co., The	•	•	•
Copper River Seafoods, Inc.	•	•	•
E.C. Phillips and Son, Inc.	•	•	•
Indian Valley Meats	•	•	•
Inlet Fish Producers, Inc.	•	•	•
Interior Alaska Fish Processors	•	•	•
Kwik'pak Fisheries	•	•	•
Naknek Family Fisheries	•	•	•
Norton Sound Seafood Center	•	•	•
Silver Bay Seafoods, LLC Sitka Facility	•		
Sitka Sound Seafoods (North Pacific Seafoods)	•		•
Sun'aq Tribal Enterprises	•	•	•
Tanner's Fresh Fish Processing	•	•	•
Tonka Seafoods	•	•	•

† Local pick-up only



Dave Partee

Alaska Seafood Supplier Directory

10th and M Seafoods

Wholesaler, Processor, Retailer, Broker

Website: www.10thandmseafoods.com

Address: 1020 M St, Anchorage, AK 99501

Phone: 800-770-2722; 907-272-3474

Contact person: Rob Winfree

Email: tenmsea@alaska.net

Product species: black cod (sablefish), Pacific cod, halibut; salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Notes: Custom processing

Alaska's Finest Seafood, LLC

Wholesaler, Retailer

Website: www.alaskasfinestseafood.com

Address: 200 W 34th Ave #161, Anchorage, AK 99503

Phone: 907-223-3323

Contact person: Dan Dennis

Email: ddantheman698@gmail.com

Product brand: Alaska's Finest Seafood

Product species: black cod (sablefish), Pacific cod, halibut, lingcod (greenling), rockfish (snapper); salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Alaska Salmon Direct

Fisherman, Processor, Direct Marketer

Website: www.alaskasalmondirect.com

Address: 6948 Fairweather Dr, Anchorage, AK 99518

Phone:

Contact person: Eric Fleming

Email: efleming@aksalmondirect.com

Product brand: Coghill sockeye, Eshamy sockeye

Product species: salmon: chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Alaska Blue Harvest Seafoods

Fisherman, Processor

Website: www.alaskablueharvestseafoods.com

Address: 2305 Watergate Way, Kenai, AK 99611

Phone: 907-252-9524

Contact person: Lisa Gabriel

Email: alaskablueharvestseafood@gmail.com

Product brand: Alaska Blue Harvest Seafoods

Product species: salmon: sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Alaska Glacier Seafoods

Processor

Website: www.alaskaglacierseafoods.com

Address: 13555 Glacier Hwy, Juneau, AK 99801 (physical); PO Box 34363, Juneau, AK 99803 (mailing)

Phone: 907-790-3590

Contact person: Peter Hochstoeger

Email: peter@alaskaglacierseafoods.com

Product brand: Alaska Glacier Seafoods Co., Alaska Glacier Seafoods, Inc.

Product species: black cod (sablefish), Pacific cod, halibut, lingcod (greenling), rockfish (snapper);
salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Alaska Pacific Seafoods (North Pacific Seafoods)

Processor

Website: www.northpacificseafoods.com

Address: 627 Shelikof St, Kodiak, AK 99615

Phone: company 206-726-9000; direct 206-812-4218

Contact person: Chris Adams

Email: chrisa@npsi.us

Product species: cod, pollock; salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** No **Hold inventory:** Yes

Alaska Salmon Purchasers, Inc.

Processor

Website: www.alaskasalmonpurchasers.com

Address: 46655 Kenai Spur Hwy, Kenai, AK 99611

Phone: 907-776-8006

Contact person: Mark Powell

Email: markpowell@aspi.us.com

Product brand: Alaska Salmon Purchasers, Inc.

Product species: salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Aleutia

Fisherman, Processor

Website: www.aleutia.org**Address:** 408 Main St, Sand Point, AK 99661**Phone:** 907-383-5909**Contact person:** Karen Montoya**Email:** karen@aleutia.org**Product brand:** Aleutia**Product species:** salmon: sockeye**Local delivery:** Yes **Statewide shipping:** Yes **Hold inventory:** Yes**Notes:** Community-based organization, multiple processors

Aleutian Fresh Seafoods, LLC

Resale

Website: www.aleutianfreshseafood.com**Address:** 2315 Airport Beach Rd, Unalaska, AK 99685**Phone:** 907-581-1864**Contact person:** Mike Barber**Email:** dgmikebarber@arctic.net**Product species:** Pacific cod, halibut, salmon: sockeye**Local delivery:** Yes **Statewide shipping:** Yes **Hold inventory:** Yes**Notes:** Crab also available

Auction Block Co., The

Wholesaler, Processor, Retailer

Website: www.alaskashealthyseafood.com**Address:** 4501 Ice Dock Rd, Homer, AK 99603**Phone:** 907-235-7267**Contact person:** Heather Brinster**Email:** heather.auctionblock@gmail.com**Product species:** black cod (sablefish), Pacific cod, halibut, rockfish (snapper), salmon: chum (keta), sockeye, pink, coho**Local delivery:** Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Copper River Seafoods, Inc.

Processor, Wholesaler

Website: www.copperriverseafood.com**Address:** 1400 1st Ave, Anchorage, AK 99501**Phone:** 907-522-7806**Contact person:** Weylin Buzby**Email:** wbuzby@crsalaska.com**Product brand:** Copper River Seafoods**Product species:** black cod (sablefish), Pacific cod, halibut, lingcod (greenling), rockfish (snapper); salmon: Chinook (king), chum (keta), sockeye, pink, coho**Local delivery:** Yes **Statewide shipping:** Yes **Hold inventory:** Yes**Notes:** Crab and scallops available

E.C. Phillips and Son, Inc.

Wholesaler, Processor

Website: www.ecphillipsalaska.com

Address: 1775 Tongass Ave, Ketchikan, AK 99901

Phone: 907-247-7975

Contact person: Larry Elliott

Email: ecpsales@ecphillips.alaska.com

Product brand: E.C. Phillips & Son, Inc.

Product species: black cod (sablefish), halibut, lingcod (greenling), rockfish (snapper); salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Indian Valley Meats, Inc.

Wholesaler, Processor, Retailer

Website: www.indianvalleymeats.com

Address: 200 Huot Circle, Indian, AK 99540

Phone: 907-653-7511

Contact person: Renee or Cathy Drum

Email: ivm@alaska.net

Product brand: Indian Valley Meats

Product species: salmon: chum (keta)

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Notes: Salmon jerky

Inlet Fish Producers, Inc.

Processor

Website: www.inletfish.com

Address: 2000 Columbia St, Kenai, AK 99611

Phone: 907-283-9275

Contact person: Dale Heimgartner

Product brand: Inlet Salmon

Product species: salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** No

Interior Alaska Fish Processors

Wholesaler, Processor, Retailer

Website: www.santassmokehouse.com

Address: 2400 Davis Rd, Fairbanks, AK 99701

Phone: 1-800-478-3885; 907-456-3885

Contact person: Virgil Umphenour

Product brand: Santa's Smokehouse

Product species: sheefish, salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Notes: Also offers salmon sausage and jerky; smoked salmon pieces, strips, and canned products; salmon burgers; salmon hot dogs; and salmon breakfast sausage

Kwik'pak Fisheries

Processor

Website: www.kwikpakfisheries.com**Address:** Lower Yukon River, Emmonak, AK 99581**Phone:** Emmonak 907-949-1120; Anchorage 907-644-0326**Contact person:** Jack Schultheis**Email:** schultheis@kwikpakfisheries.com**Product brand:** Kwik'pak**Product species:** salmon: chum (keta), coho**Local delivery:** Yes **Statewide shipping:** Yes **Hold inventory:** Yes**Notes:** CDQ group

Naknek Family Fisheries

Processor

Website: www.naknefish.com**Address:** PO Box 473, Naknek, AK 99633**Phone:** 907-246-3474**Contact person:** Izetta Chambers**Email:** izetta@naknefish.com**Product brand:** Naknek Family Fisheries, Alaska Bounty, Bristol Bay Wild**Product species:** salmon: Chinook (king), chum (keta), sockeye, pink, coho**Local delivery:** Yes **Statewide shipping:** Yes **Hold inventory:** Yes**Notes:** Custom processing for schools; training for school district kitchen staff; mentor and training opportunities for students

Norton Sound Seafood Center

Wholesaler, Processor, Retail

Website: nortonsoundseafood.com**Address:** 201 Belmont Rd, Nome, AK 99762**Phone:** company 907-443-2304; direct 907-624-3190**Contact person:** William "Middy" Johnson**Email:** middy@nsedc.com**Product brand:** NSSP, NSSC, Norton Sound Seafood Products**Product species:** Pacific cod, halibut, herring; salmon: chum (keta), sockeye, pink, coho**Local delivery:** Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Silver Bay Seafoods, LLC

Processor

Website: www.silverbayseafoods.com**Address:** 208 Lake St, Sitka, AK 99835**Phone:** 907-969-3244, Maria direct 907-966-3110**Contact person:** Richard Riggs or Maria**Email:** Richard.riggs@silverbayseafoods.com**Product brand:** Silver Bay Seafoods**Product species:** halibut, salmon: Chinook (king), chum (keta), sockeye, pink, coho**Local delivery:** Yes **Statewide shipping:** No **Hold inventory:** No**Notes:** Multiple processors (Sitka, Craig, Valdez, Naknek, and Metlakatla)

Sitka Sound Seafoods (North Pacific Seafoods)

Processor

Website: www.northpacificseafoods.com

Address: 329 Katlian St, Sitka, AK 99835

Phone: company 206-726-9000; direct 206-812-4218

Contact person: Chris Adams

Email: chrisa@npsi.us

Product brand: Sitka Sound Seafoods

Product species: black cod (sablefish), Pacific cod, halibut, lingcod (greenling), rockfish (snapper);
salmon: Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** No **Hold inventory:** Yes

Sun'aq Tribal Enterprises

Processor

Website: www.kodiakwildsource.com

Address: 312 West Marine Way, Kodiak, AK 99615

Phone: 907-486-4449

Contact person: Christopher Sannito

Email: csannito@alaskan.com

Product brand: Kodiak Island Wild Source

Product species: black cod (sablefish), Pacific cod, halibut; salmon: sockeye, pink

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Notes: Company is willing to develop products to tailor to the needs of schools. Scallops also available.

Tanner's Fresh Fish Processing

Fisherman, Processor, Wholesaler

Website: www.tannersfish.com

Address: PO Box 39752, Ninilchik, AK 99639

Phone: 907-567-3222

Contact person: Jason Tanner

Email: tannersfish@gmail.com

Product brand: Kenai Select

Product species: Pacific cod, halibut, rockfish (snapper); salmon: Chinook (king), chum (keta), sockeye, pink,
coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Tonka Seafoods

Processor

Website: www.tonkaseafoods.com

Address: 1200 South Nordic Dr, Petersburg, AK 99833 (physical); PO Box 1420, Petersburg, AK 99833 (mailing)

Phone: 907-772-3662

Contact person: Wendell Gilbert

Email: wendell@tonkaseafoods.com

Product brand: Alaskan Pantry

Product species: black cod (sablefish), Pacific cod, halibut, herring, lingcod, rockfish (snapper), sole; salmon:
Chinook (king), chum (keta), sockeye, pink, coho

Local delivery: Yes **Statewide shipping:** Yes **Hold inventory:** Yes

Glossary of Seafood Industry Terms

Bleeding	To improve the quality and shelf life of fish, fishermen will cut a gillraker or an artery behind the gills while the fish is still alive.
Boneless fillet	Fillets from which the pinbones have been removed.
Bycatch	All nontarget marine life captured by a fishing vessel. This can include the inappropriately sized target species, other species of fish, as well as other aquatic animals such as sea stars, shellfish, jellyfish, seabirds, turtles, and marine mammals.
Cold-smoked	Fish smoked at low temperatures (around 80°F) for 18 hours to several days, producing a moist, delicately flavored product that requires refrigeration.
Collar	The section of a fish just behind the gills, containing bones, meat, and pectoral fins. The collar contains quite a bit of meat, but is most often discarded when a fish is steaked or filleted. Headless fish are most often sold with the collar on because it protects the fish.
CDQ Group	<i>Community Development Quota Group.</i> One of six regional organizations formed under a federal fisheries program to promote fisheries-related economic development in western Alaska. Sixty-five communities within a 50 mile radius of the Bering Sea coastline participate in the program.
CIF	<i>Cost insurance and freight.</i> The price quoted by the seller that includes insurance, freight, and other charges incurred in getting to the port of destination.
Double-frozen	Fish or shellfish that is frozen at sea, thawed for reprocessing in a plant onshore, and then frozen a second time. Also called twice-frozen or “refrozen.”
Dressed	Whole fish that have been gutted and from which gills and fins usually have been removed.
Direct marketer	Fishermen who sell, process, and/or export their catch to wholesalers, retailers, and consumers. This type of business model increases the fisherman’s control over the quality and pricing of his/her product.
F.O.B.	<i>Free on board.</i> The abbreviation is usually followed by a city’s name. It is used with quoted prices and indicates that any shipping charges beyond the f.o.b. point are the buyer’s responsibility.
F.A.S.	<i>Frozen at sea.</i>

Fillet	A portion of flesh taken from either side of a fish, cut parallel to the central bones. The main bones, fins, and belly flaps are usually removed from finished fillets.
Freezer burn	White, chalky surface dehydration, most common on corners or narrow edges of product. Excessive freezer burn indicates exposure to cold air and results in loss of natural juices, contamination, and rapid oxidation or rancidity.
Fresh	Product that has never been frozen, cooked, cured, or otherwise preserved.
Fresh frozen	Indicates fish were quickly frozen while still fresh.
Frozen	Fish that have been subjected to rapid lowering of temperature, generally to 0°F or lower, in such a manner as to preserve the inherent quality.
Full-nape fillet	Fillet with pinbones retained, nape on, and tail on. Also called “full fillet” or “whole fillet.”
Glaze	A fish that has been dipped in water after freezing. Ice forms a glaze around the fish or meat, protecting it from damage by freezer burn. Fish or shellfish may be “reglazed” or “double-glazed” to ensure adequate protection.
H&G	Processed fish where the head and viscera have been removed.
Hot-smoked	Fish exposed to smoke at gradually increasing temperatures (up to 180°F) over a period of 12 to 18 hours, resulting in coagulation of the protein. The product is entirely cooked with a dry texture and intensely smoky flavor.
Immersion freezing	Freezing by placing seafood products in direct contact with a refrigerant, which can be applied as a bath or spray, in batch- or continuous-type freezing operations before packaging for subsequent frozen storage.
IQF	<i>Individually quick frozen.</i> The same as frozen, but indicates the individual pieces have been frozen separately, usually by cryogenic means. This prevents them from sticking together and facilitates use.
J-cut	A method of removing pinbones that also removes the nape. J-cut fillets are more expensive than other fillets.
Kipper	To cure (herring, salmon, etc.) by cleaning, salting, and drying or smoking.
Layerpack	A box of frozen fillets in which the layers are separated by sheets of plastic. Fillets in each layer may overlap and be frozen together.
Lox	Mild-cured salmon (soaked in brine for a long periods, then soaked to remove the salt) that has been cold smoked.

Mince	Fish pieces left over from filleting and trimming, sieved to remove any bones; used for making minced blocks.
Nape	The front and thinnest part of a fillet, around the belly.
Net weight	Weight of product without packing material or glaze.
Ocean-run	Refers to salmon that are still in the ocean and are therefore bright and firm; also known as ocean bright.
Omega-3s	Specific fatty acids found in seafood and some other sources. Research has found that these fatty acids have a beneficial effect on the cardiovascular system and many other aspects of human health.
Pan-ready	A fish that has been headed, gutted, scaled, and had its fins clipped.
Pinbones	A strip of small bones found parallel to the midline in some fish fillets; can be removed with “V” or “J” cuts or by hand.
Portion	Usually a square or rectangle, cut from a block of frozen fish. Weights vary from 1½ to about 6 ounces. May be plain or breaded, raw or precooked.
Previously frozen	Frozen seafood that has been slacked out, or thawed for sale in that state; it should be clearly identified as “previously frozen” product to distinguish it from fresh.
Refreshed	Also “previously frozen.” Seafood that has been frozen, often in blocks, then thawed for resale.
Retort pouch	A flexible package made of layered plastic and metallic-colored foil as an alternative to traditional cans. The layers of a retort pouch may be clear or opaque. Most are “see-through” on the top with foil on the bottom, to avoid confusion with vacuum-sealed products.
Semibright	Chum salmon that has been harvested in freshwater, on its way to spawn. Semibrights are also called brights.
Shatterpack	Another name for layer pack. A box of frozen fillets packed so that all pieces are separated by layers of plastic sheeting. In a less-than-perfect pack, layers may stick together. To break the layers apart, the box might have to be dropped to “shatter” the layers.
Shelf life	The expected amount of time a seafood product will remain in high-quality condition for consumption. In general, the higher the fat content, the more prone the product is to spoilage and flavor changes, so the shorter the shelf life. Most of these changes are retarded by cold temperatures.

Silverbright	A term referring to chum salmon that have been harvested at sea rather than in freshwater.
Smoked	Fish cured by the action of smoke produced from slowly burning wood or other material, to partly dry the product and impart a smoky flavor.
Split	A fish cut open from the throat or nape to the tail. Gills, guts, and roe have been removed; head or backbone may be removed.
Sustainable seafood	Seafood farmed or captured in a way that promotes the long-term health of both the target resource and the marine ecosystem.
Tray pack	A seafood packaging form in which a product is prepackaged on a shallow, clear, or foam plastic tray, overwrapped with transparent plastic film. An absorbent paper pad, covered with plastic to avoid sticking to the product, is sandwiched between the product and the tray to draw off moisture.
V-cut	A method of removing pinbones by making a V-shaped cut along both sides of the pinbone strip, leaving most of the nape.
Viscera	Internal organs including intestines. Eviscerated means the gut cavity has been cleaned out.
Wetlock	Wax-coated cardboard used for shipping fish packed on ice.
Whole fish	The complete fish just as it comes from the water, also called landed or round weight.

Sources

Community Development Quota (CDQ) Program, alaskafisheries.noaa.gov/cdq/

Fishermen's Direct Marketing Manual, Alaska Sea Grant, <https://seagrant.uaf.edu/bookstore/pubs/MAB-53.html>

Seafoodsource.com, www.seafoodsource.com/glossary



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Sun'aq Tribal Enterprises; Jack Schultheis, Kwik'pak Fisheries; Craig Shoemaker, Seafood Producer Cooperative; Angelina Skowronski, The Auction Block Co.; Cassandra Squibb, Copper River Seafoods; Jason Tanner, Tanner's Fresh Fish Processing; Tyler, Homer Fish Processing; Virgil Umphenour and Dick Hand, The Alaska Seafood Company; Wayne Unger, Silver Bay Seafoods Sitka Facility; and Rob Winfree, 10th and M Seafoods. Thank you again for sharing your insights and for promoting local healthy foods for schoolchildren in our communities.

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Dave Partee



Alaska Seafood Purchasing Guide for Schools