

Bargaining Bulletin 1

UFAWU – CANFISCO Seine Negotiations

June 13, 2024

PINKS: CFC said that they lost money on the pinks they bought in 2023 at 15 cents delivered to Prince Rupert and at 20 cents delivered to Port Hardy.

CFC felt 'burned' because the Union (after polling seine fishermen for direction on this) **DID NOT AGREE to the lower south coast price** demanded by CFC.

The 2023 South Coast PINK price of 35 cents REMAINED IN PLACE – so CFC did what they threatened and DID NOT BUY south coast pinks in 2023.

CFC said that seine fishermen were not happy because the Union did not re-negotiate the south coast price down from 35 cents.

How low did CFC expect seiners to go? If CFC lost money at 15 cents, did they want the South Coast price to go from 35 cents to less than 15 cents?

2024 PRICE NEGOTIATIONS:

-- Tuesday, June 11, was the first negotiations meeting for 2024.

PINKS: Alaska is presently paying 23 cents US (32 cents Canadian). However, CFC argues that 27 cent trucking cost to Vancouver plus the small capacity to process salmon in Rupert (CFC closed Oceanside Plant and moved the shoreworkers to the small Seal Cove Plant) will impact the price they offer.

SOCKEYE: Bristol Bay processors (including CFC) have posted around \$1.15 US (\$1.58 CDN) as the sockeye price.

CHUM: According to Canfisco, the Alaska price for Chum is 25 cents per pound. We have told CFC that this is not acceptable.

SPRINGS: CFC wants to pay two prices for seine caught springs – one before Labour Day and a lower one after.

COHO: Usually coho is non-retention so the price has not been an issue. This year, if DFO responds to abundance, we should retain coho in north coast net fisheries.

Neither CFC nor the Union tabled any prices at this meeting.

CFC expressed marketing concerns because BC salmon does not have Marine Stewardship Certification (MSC) while Alaska does. **Canfisco said that so far, they could find NO markets for our pink salmon because they are not MSC certified; the stores are buying Alaskan pinks instead.**

The Union offered to look at a minimum price as a downpayment AND a 'Market-Based' price 'bonus' after the fish is sold. CFC does not want to do this and said that their sales are private information. The Union suggested we explore a 'stand-in' - such as a 'government published final wholesale price' - to set the final 'market-based' payment. CFC is not enthusiastic.

Negotiations will resume later in June when prices have firmed up.