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Imagine…

What if you could buy salmon from your local native fishermen and have confidence that it came through regulated channels, originated from the neighbouring river fishery, and that it was affordable, sustainable and embraced the same kind of fair trade values we are expecting from the modern market place?

HARRISON SELECT¹

¹ Harrison Select is the registered Trade Mark of the Harrison Salmon Producers representing a line of river branded salmon products from the Harrison and adjacent Fraser River. Harrison Select is an affiliate of the River Select Fisheries Cooperative.
INTRODUCTION
A Marketing and Sales Team has been put in place by the Harrison Salmon Producers (or HSP) in partnership with our fishers and the pooled professional services we created through an inland salmon fisheries cooperative. Our strategy aims to improve the social, economic and environmental situations for those involved in the local salmon fishery from Scowlitz and Sts’ailes through these partnerships.

Our strategy is to train and license local sales agents, drawn from our experienced fishers in particular, to participate in our new regulated regional salmon markets. In time our vision is to replace all of our lower value wholesale commodity markets with valuable retail and food service markets. This manual is our road-map to implementing this vision.

Forward…

Our largest strategic local market niche is our “rural” consumer created by generations of our fishers who have built their own trade networks, but we will also serve corporate retail and food service clients who are looking for quality, good value, and a local sustainable supply of salmon.

Our private consumer sales model is simple and operates in a similar fashion as “Girl Guide Cookies”, through door-to-door sales orders that can be picked up by customers at the local Chehalis Store. The process will eliminate the cost and regulatory complications associated with delivery service. The commissions for our sales agents will provide substantial revenues for those who have formerly depended upon only seasonal economies while also supporting the costs of the new market hub.
Our initial pilot project will focus on growing a private sales network through our fishers. Accounts with our local corporate clients will be handled centrally to avoid conflict and market confusion.

Business Rationale for Fishers

<table>
<thead>
<tr>
<th>Question</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Isn't it my right to sell any salmon I catch?</td>
<td>Creating an allocation for both FSC and commercial fisheries empowers Sts’áiles and Scowlitz to protect those fish from other harvesters and to ensure FSC is always there for food security and health benefits for the entire community, including non-fishers.</td>
</tr>
<tr>
<td>Do fishers need to work together in marketing?</td>
<td>Irresponsible pricing and poor quality control by some inexperienced fishers hurts everyone’s markets.</td>
</tr>
<tr>
<td>Why don’t I just sell my own fish when I catch them?</td>
<td>The commercial fishery only provides fresh fish for 2-4 weeks while our cooperative fishery business will last year round.</td>
</tr>
<tr>
<td>What is it for me as the fisher?</td>
<td>71.6% of the profit from sockeye you catch plus 3.8% in strategic investments and with new opportunities in sales could increase your profits 25% or more.</td>
</tr>
<tr>
<td>Can't the HSP just give us more money for our catch?</td>
<td>Prices are driven by commodity markets and excessive fish prices will hurt the business that helps you.</td>
</tr>
<tr>
<td>Is there a long-term strategy we are working on?</td>
<td>More fish, more fishing, more value for the fish, and more jobs in the fishery</td>
</tr>
<tr>
<td>Are their plans for growth?</td>
<td>The HSP plans to transition out of commodity markets and into value-adding most of the salmon harvest over the next 5 years. Extra products are sold to other markets.</td>
</tr>
<tr>
<td>How were funds invested?</td>
<td>Profits, fishers fund and grants were spent on a walk-in freezer at the store, skiffs &amp; totes, and expansion of fisheries compound for storage and licensing requirements</td>
</tr>
<tr>
<td>Can we improve our profits even more?</td>
<td>A variety of local value-added salmon products are ready for you to sell and in the next phase we will work with fishers on local small-scale value-added processing facilities.</td>
</tr>
</tbody>
</table>

PROFIT-MAKING OPPORTUNITIES FOR FISHERS $10.13 (39.7% increase)²

FISHERY PROFIT SHARES

- Fishers (84.1%)
- Market Hub (7%)
- Sts’áiles & Scowlitz (8.9%)

Profit Share from HSP $0.38 (3.8%)

Fishing $7.25 (71.6%)

Sales $2.50 (24.7%)

Based on 1,000 fish = $7,250

Based on 1,000 fish = $380

Based on 1,000 fish = $2,500
OUR GOAL – WORKING WITH OUR FISHERS TO IMPROVE THE FISHERY

The Salmon Marketing and Sales Team has been created to improve social, economic and environmental situations in the Sts’alæes and Scowlitz salmon fishery in partnership with our fishers.

Specific Objectives (Our Outcomes)

1. **Make locally-harvested salmon accessible and affordable** to the public, improving food security and offering healthy, traceable salmon product alternatives;

2. **Find a value-added market for river-harvested salmon**, diverting them away from low value commodity markets or from being discarded in a market-place driven by marine fisheries;

3. **Create a supply of licensed salmon products for local sales and/or further value-adding** that will improve profits and employment for our communities and in particular our member fishers;

4. **Offer economic and logistical incentives for our fishers** to participate in the sale of licensed salmon products, displacing FSC salmon in the market place, resulting in more FSC fish for our communities and reducing unregulated fishing pressure on salmon stocks;

5. **Build a robust regulated sales model** that will improve sales of local salmon products to create profits for the Harrison Salmon Producers and our fishers and share-holders.

“…we are compelled to ensure that systems are in place to protect the watershed, the salmon, and our fishery, because this is who we are.”
RULES FOR HSP MARKETING AND SALES AGENTS

All of our Marketing and Sales Agents:

1. Are members of Sts’ailes or Scowlitz and able to speak knowledgably about the shared fishery;

2. Agree to sell salmon products originating from licensed commercial/economic fisheries sanctioned by Sts’ailes and Scowlitz instead of salmon harvested under license for “Food, Social and Ceremonial” purposes;

3. Have successfully completed the Marketing and Sales Training provided by HSP;

4. Have signed an annual contract with HSP to act as a Marketing and Sales Agent for the Harrison Salmon Producers;

5. Are in possession of a valid annually-renewable Vending License issued by the BC Ministry of Agriculture ($30) [link];

6. Acknowledge that the purchaser is responsible for arranging for picking up salmon products at the Chehalis Store, and that Marketing and Sales Agents are not licensed for delivery;

7. Our Marketing and Sales Agents must demonstrate the capacity to follow these rules and provide timely, legible and accurate paperwork as part of our Marketing and Sales Team;

8. Agree to follow the HSP Code of Conduct for Marketing and Sales Agents.
HSP Code of Conduct for Marketing and Sales Agents

1. I will represent the Harrison Salmon Producers well by:

   a) never engaging in conduct, either professional or personal, which would bring our Communities, our fishers, or our fishery into disrepute
   b) not accepting inducements or gifts (other than any declared gifts of nominal value which have been sanctioned by my employer)
   c) not allowing offers of hospitality or those with vested interests to influence, or be perceived to influence, my business decisions
   d) being aware that my behaviour outside my professional life may have an effect on how I am perceived as a professional
   e) Maintaining the highest standard of integrity in all business relationships, by:
      o rejecting any business practice which might reasonably be deemed improper
      o declaring to my line manager any personal interest that might affect, or be seen by others to affect, my ability to represent the Harrison Salmon Producers
      o ensuring that the information I give in the course of my work is accurate and not misleading
      o never breaching the confidentiality of information I receive in a professional capacity
      o striving for genuine, fair and transparent competition
      o Promoting the eradication of unethical business practices

2. I will ensure full compliance with laws and regulations, by:

   a) adhering to the rules for HSP Marketing and Sales Agents
   b) fulfilling contractual obligations for HSP Marketing and Sales Agents
   c) following this Code of Conduct during my contract role as an HSP Marketing and Sales Agent
### Our Commissions Schedule for HSP Contracted Sales Agents

<table>
<thead>
<tr>
<th>Salmon Products</th>
<th>Product Code</th>
<th>Product Weight (lbs)</th>
<th>Units Per Case</th>
<th>Wholesale Pick Up Price/Case</th>
<th>Commission Per Case</th>
<th>Commission Per Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Candied Pink Salmon</td>
<td>310</td>
<td>0.5</td>
<td>20</td>
<td>$99.00</td>
<td>$8.64</td>
<td>$0.43</td>
</tr>
<tr>
<td>Sockeye Fillet #1 Grade Singles</td>
<td>320</td>
<td>1.0</td>
<td>10</td>
<td>$78.00</td>
<td>$6.64</td>
<td>$0.66</td>
</tr>
<tr>
<td>Sockeye Fillets (mixed sizes) in blocks</td>
<td>330</td>
<td>10.0</td>
<td>1</td>
<td>$58.00</td>
<td>$10.00</td>
<td>$10.00</td>
</tr>
<tr>
<td>Pink Fillets (mixed sizes) in blocks</td>
<td>340</td>
<td>10.0</td>
<td>80</td>
<td>$40.00</td>
<td>$7.00</td>
<td>$0.70</td>
</tr>
<tr>
<td>Branded Cedar Cooking Planks</td>
<td>350</td>
<td>10.0</td>
<td></td>
<td>$240.00</td>
<td>$19.20</td>
<td>$0.24</td>
</tr>
</tbody>
</table>

### Our 2015/16 Product and Price List

<table>
<thead>
<tr>
<th>Harrison Select Salmon Products</th>
<th>Product Code</th>
<th>Product Weight (lbs)</th>
<th>Suggested Instore Retail/Unit</th>
<th>Units Per Case</th>
<th>Wholesale Pick Up Price/Case</th>
<th>Wholesale Delivery Price/Case</th>
<th>Select Product Formats</th>
</tr>
</thead>
<tbody>
<tr>
<td>Candied Pink Salmon</td>
<td>310</td>
<td>0.5</td>
<td>$10.80</td>
<td>20</td>
<td>$99.00</td>
<td>$106.00</td>
<td>20 vacuum sealed packs in colorful boxes</td>
</tr>
<tr>
<td>Sockeye Fillet #1 Grade Singles</td>
<td>320</td>
<td>1.0</td>
<td>$14.94</td>
<td>10</td>
<td>$78.00</td>
<td>$81.75</td>
<td>Vacuum-packed singles approx. 1 lb ea</td>
</tr>
<tr>
<td>Sockeye Fillets (mixed sizes) in blocks</td>
<td>330</td>
<td>10.0</td>
<td>$65</td>
<td>1</td>
<td>$58.00</td>
<td>$62.00</td>
<td>Individually-bagged re-freezable blocks</td>
</tr>
<tr>
<td>Pink Fillets (mixed sizes) in blocks</td>
<td>340</td>
<td>10.0</td>
<td>$45</td>
<td>1</td>
<td>$40.00</td>
<td>$43.00</td>
<td>Individually-bagged re-freezable blocks</td>
</tr>
<tr>
<td>Branded Cedar Cooking Planks</td>
<td>350</td>
<td>10.0</td>
<td>$4.00</td>
<td>80</td>
<td>$240.00</td>
<td>$250.00</td>
<td>Food-safe sealed - 7.5 x 40.5 cm</td>
</tr>
</tbody>
</table>

*All of our select salmon products are flash frozen for maximum freshness. For orders over 22 lbs/10 kg please allow 1 week.*

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*Manual for Marketing and Sales - Harrison Salmon Producers 2015*
FOUR OPERATIONAL PARTS TO OUR MARKETING AND SALES TEAM

Sales

Our Marketing and Sales Agents are community members involved in the fishery who wish to extend their period of employment and employment earnings from a few weeks to year-round.

Our Sales Agents are responsible for local marketing and sales of salmon products.

Market Hub

Our Market Hub (Chehalis Store) is a central holding freezer that receives regular shipments of our salmon products for sale at the store and through our local sales agents.

The Store Manager is responsible for managing this inventory.

Coop Logistics

Coop Logistics, or control of the inventory, is operated through a cooperative partnership (River Select Fisheries Cooperative) involving other inland salmon producers.

The Logistics Manager is responsible for maintaining certification of the inventory so that we meet all regulatory requirements and keeping the Market Hub (the Store) supplied.

Administration

Our Administration is operated through the Sts’ailes Development Corporation in partnership with Harrison Salmon Producers and the River Select Fisheries Cooperative.

The Administration is responsible for recording all business activities, pays commissions to Sales Agents, and provides accounting/financial services.
3. Administration keeps accounts, invoices corporate clients, makes commission payments and financial reports

2. Store readies order and updates inventory – Submits Purchase Order Form to Administration and uses Release Orders to update inventory internally

1. Agent promotes products & closes sale – Purchase Order and Release Order Forms to store

4. Coop Logistics maintains inventory control and releases inventory to store as it is ordered
**MARKETING AND SALES**

**PROCEDURES**

1. **Promote your fishery** - Tell them its local, selectively caught to conserve weaker stocks, the harvest is carefully managed for best quality, and we practice fair trade with fishers through our local fisheries cooperative.

2. **Share our pamphlet** and discuss products.

3. **Explain ordering** through you/pick-up process through store.

4. Submits quotes to client (only as required) and **help them complete Purchase Order Form**.

5. For corporate clients provides copies of Account/Credit application for completion and submission to Administration.

6. **Complete Release Order yourself**.

7. Check and attach Order form with Release Order and **submit to store in a timely fashion** so that we can complete the orders.

8. **Pick up Commission Cheque** at office bi-weekly.

**SYSTEMS SUPPORT**

- Fisheries Administration takes applications for Sales Agents and puts on Sales Agent Training seminars (required for any Sales Agents).
- The Procedures Manual explains steps in processes, role and responsibilities.
- The Store Manager is available to communicate any special requests or ask questions around orders of salmon products.
- The SDC Administration is available to explain the process for Commission Payments or setting up accounts for corporate clients.

**FORMS**

- Application Form for Sales Agents.
- Quote Form (only as required).
- Purchase Order Form – used to record a sales transaction and payment instructions at pick-up.
- Release Order Form – used by the store to update inventory records and forwarded to Administration to manage accounts.
MARKET HUB (Chehalis Store)

PROCEDURES

1. **Secure inventory of salmon products** at -4c or colder at all times and maintains regular, auditable records of temperature management.
2. **Keeps records of inventory** volume and movement in and out using release orders and store sales receipts.
3. **Order sufficient inventory** from Coop Logistics as required to operate market hub by ordering new product supplies as required from the River Select Logistics Manager.
4. **Receive Order Forms and Release Orders** from Registered Sales Agents.
5. **Designate someone to review and ready orders** daily for pick-up as instructed on Order Forms.
6. **Submit Order Forms along with Sales Receipts to Administration** regularly as proof of sales.
7. **Report problems or recommendations for improvements** to the General Manager of HSP regarding inventory, inventory management, or Marketing and Sales Agents.

SYSTEMS SUPPORT

- The Fisheries Center (HSP) will train and register Marketing and Sales Agents and provide the Store with updated list of participants.
- Marketing and Sales Agents will submit completed Order Forms/Purchase Orders and Release Orders to the designated representative at the store.
- SDC Administration will maintain accounts and invoice corporate clients.
- Pays Commissions to Marketing and Sales Agents.

FORMS

- Purchase Order Form – used to record a sales transaction and payment instructions at pick-up.
- HSP Release Order Form – used by the store to update inventory Records and forwarded to Administration to manage accounts.
- River Select Release Order Form – used by the store to order HSP products from inventory through the Cooperative.
COOP LOGISTICS

PROCEDURES

1. **Receive and process Release Orders** from Harrison Market Hub (Chehalis Store) with salmon product order instructions

2. **Arranges for release and delivery of salmon products** weekly as listed on Release orders received from Chehalis Store

3. **Coordinate delivery services through regular service providers** used by Chehalis Store wherever possible

4. **Submit copies of Release Orders and Invoices to Harrison Salmon Producers** for inventory Purchases & transport costs

5. **Provides cold chain and logistical advice** to Chehalis Store Manager including guidance for Marketing and Sales Agents

SYSTEMS SUPPORT

- River Select Administration will maintain records of all salmon product transactions and issue invoices based upon the Release Orders Received
- Manager of Chehalis Store will communicate inventory requests and maintain on-site records of inventory transactions based upon Release Orders

FORMS

- Release Order
ADMINISTRATION

PROCEDURES

1. Receive and process new account requests from Corporate clients via Marketing and Sales Agents.
2. Receive copies of Purchase Orders and receipts from Chehalis Store and submit invoices to corporate clients for payment.
3. Record and pay for all purchases (from River Select inventories) of Harrison Select Salmon Products in Vancouver.
4. Record all sales.
5. Record and pay commissions on all sales by the registered Marketing and Sales Agents bi-weekly.

SYSTEMS SUPPORT

- Coordination of Market Hub, Logistics Manager with River Select Inventory, Sales Agents and Administration.
- Development/grants for Market Hub at Chehalis Store.
- Business Management, reporting and accountability to the Board of Harrison Salmon Producers and River Select Fisheries Cooperative.

FORMS

- Credit/Account Application Form – used to set up corporate account data.
- Purchase Order Form.
- Release Order Form.
- Invoice.
PROMOTIONS

- Tag Lines
- Pamphlet
- Websites
  - www.riverselect.ca
  - Harrison Salmon Producers
- Featured “Celebrity” Fishers
Tag Lines

A tag line is a catchphrase or slogan, especially as used in advertising. We have adopted market-accepted words and logos to promote our products. Using these effectively is to our advantage in the highly-competitive salmon markets.

Licensed, Certified and Locally-Harvested
Sasquatch Country, Harrison Mills, BC

Our local markets are interested in locally-harvested fisheries, building upon our recent licensed status, and the broad public branding of Harrison Mills and Sasquatch Country by the Fraser Valley Regional District and Harrison Regional Association.

Our fishery has received Ocean Wise certificate, allowing us to use their logo signifying that our products are recommended by the Vancouver Aquarium.

Less well known are the principles being embraced by First Nations in the modern inland salmon fishery. These reflect the Charter principles supported by the First Nations members of the Inland Salmon Producers Association – “Quality, Value, and Sustainability”.

Pamphlet

Putting it all together...
Quality - Value - Sustainability

Harrison Select Salmon

Product Code | Product Name | Weight (lbs) | Suggested Retail/Unit | Suggested Instore Price/Case
--- | --- | --- | --- | ---
310 | Candied Pink Salmon | 0.5 | $10.80 | $43.20
320 | Sockeye Fillets, Grade A Singles | 1.0 | $14.94 | $42.36
330 | Sockeye Fillets (mixed sizes) in blocks | 1.0 | $53.00 | $53.00
340 | Pink Fillets (mixed sizes) in blocks | 1.0 | $40.00 | $40.00
350 | Branded Cedar Cooking Planks | 1.0 | $25.00 | $25.00

Wholesale Wholesale Price/Case | Delivery Fee | Pick Up Price/Case
--- | --- | ---
$106.00 | $81.75 | $62.00
$99.00 | $78.00 | $62.00
$90.00 | $75.00 | $50.00

*All of our select salmon products are flash-frozen for maximum freshness. For orders over 22 lbs/10 kg please allow 1 week.

Licensed, Certified and Locally Harvested
Sasquatch Country, Harrison Mills, BC
What We Do

The Harrison Salmon Producers LLP is a joint community-based commercial fishing enterprise. We are owned and operated by Sts’aat’em and Scowlitz First Nations to manage the communal salmon fishery for our member fishers in order to optimize economic and employment benefits from the fishery.

- Sockeye, Pink, Chum, Chinook and Coho from the Harrison, Chehalis, Weaver, and Lower Fraser Rivers
- Licensed under the Joint Sts’aat’em-Scowlitz Harrison Fisheries Authority
- Registers more than 200 fishers, nearly half involved in commercial fishery
- Commercial opportunities while conserving local salmon and our FSC harvest
- Contributes to salmon stewardship and fishing careers

Our Fishing Success Stories

Harrison Salmon Producers was created as a fishing cooperative to support our designated fishers and fisheries workers.

- Our licensed fisheries meet the highest sustainability standards in the country
- Attention to quality control and traceability utilizes leading federally-certified fish processing partners
- Certified, high quality salmon meat and caviar products from a million lbs of selectively caught salmon annually
- Employs more than 100 fishers and shore workers in artisanal fishing today as it has for countless generations
- Modern cooperative brokerage replaces river-bank wholesale with high-value branded fish products sold world-wide
- Our locally-regulated market hub provides a sustainable way for our fishers to invest and prosper in the industry

In 2010, the Harrison River was designated Canada’s Pacific Salmon Stronghold - one of the most diverse and productive Pacific salmon ecosystems in the world

Who We Are

Sts’aat’em and Scowlitz are the traditional stewards of the Harrison and adjacent Fraser Rivers, and its salmon fishery. Today, our business investments give us control over our fishery and fishing economy.

Our services in salmon stewardship, fishing logistics and processing improve the health of the fishery, the value of our harvest and benefits to our fishers. This way we can provide responsibly-sourced Harrison Select branded salmon to local, regional and export markets for many generations to come.

Our Mission

The prosperity of our salmon fishery is built upon the efficiencies and safety of our fishers, combined with high quality production and diverse employment opportunities to sustain our fishing communities and a healthy salmon ecosystem.

Harrison Salmon Producers, LLP
4690 Salish Way
Agassiz, BC, V0M 1A1

Check out our products at the Chehalis Store 1001 Morris Valley Road

Contact our corporate sales agent: Willie Charlie (604) 997-5328 or e-mail: williecharlie13@yahoo.com

Visit us on the web: www.stsaaileas.com

See our video: www.youtube.com/embed/8oppqDKduUA
Website Promotional Materials

The internet provides a useful marketing tool for our salmon products and doubles as an important educational tool about salmon conservation, selective fishing, and fair trade.

- **The Harrison Salmon Producers products pamphlet** is on the SDC Website, with links to our profile and stories

- **The products and our stories are featured on the River Select Website** [www.riverselect.ca](http://www.riverselect.ca) which are linked to our product labels via QR codes (in progress)

- **An educational video on Selective Fishing** is featured on the River Select Website or directly viewable at [www.youtube.com/embed/9oppqDKduUA](http://www.youtube.com/embed/9oppqDKduUA) (caps sensitive)

Social Media and Featured “Celebrity” Fishers

It is too easy for negative publicity associated with today’s politically-charged “Indian Salmon Fishery” to undermine our markets. Social Media provides us with a way for our fishers to promote their fishery and their sales business as a trustworthy source of licensed certified salmon products.

- **Our sales team is led by fishers** who promote the fishery
- **Profiles on our website** creates a following focusing on each fisher
- **Active engagement in a controlled social media** only promotes core messaging (i.e. when fish are running, examples of catches right out of the fishery, our cultural values)
- **Contact me to buy local salmon** 100% guaranteed “quality, value and sustainability”
FORMS

- Marketing and Sales Agent Contract
- Quote for Purchase of our Products
- Purchase Order
- Release Order – Harrison Select
- Release Order River Select
- Invoice – Harrison Select
MARKETING AND SALES AGENT CONTRACT

SALES AGENT INFORMATION

<table>
<thead>
<tr>
<th>Field</th>
<th>Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Name</td>
<td></td>
</tr>
<tr>
<td>First</td>
<td></td>
</tr>
<tr>
<td>M.I.</td>
<td></td>
</tr>
<tr>
<td>Street Address</td>
<td></td>
</tr>
<tr>
<td>Apartment/Unit #</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td></td>
</tr>
<tr>
<td>Province</td>
<td></td>
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<tr>
<td>ZIP</td>
<td></td>
</tr>
<tr>
<td>Home Phone</td>
<td></td>
</tr>
<tr>
<td>E-mail Address</td>
<td></td>
</tr>
<tr>
<td>Cell</td>
<td></td>
</tr>
</tbody>
</table>

Date Available          Social Insurance No.

Contract Position        Marketing and Sales Agent

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
<th>YES</th>
<th>NO</th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Currently a member of Sts’ailes or Scowlitz  Committed to an exclusive private fish sales agent for HSP

Have a valid designation card  Comfortable with being involved in a social media campaign

Worked in the fishery in last 5 years  Completed Marketing & Sales Training

AGREE TO RULES GOVERNING MARKETING AND SALES AGENTS BELOW

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Agree to sell only HSP licensed salmon products and will not sell FSC salmon/products

Agree to sell HSP Salmon Products for HSP Commission rates (Appendix 1)

Agree to purchase my own Vending License and report on sales volumes to regulators?

Will follow HSP pricing policies and complete/submit forms in timely manner?

Acknowledge that the HSP and its sales agents are not licensed to deliver salmon products

Will allow the HSP and its affiliates to use my picture, name and stories in promotions

*If contravened HSP may cancel this contract

*HSP may make adjustments on an annual basis

*Agent is responsible for submitting own reports

*HSP may make adjustments on an annual basis

*HSP is not responsible for non-compliance/fines

*Agents must follow code of conduct (Appendix 2)

DISCLAIMER AND SIGNATURE

I certify that my answers are true and complete to the best of my knowledge.

Signature  Date
# Quote for Purchase of Our Products

**Quality, Value, Sustainability**

**Date:** [Enter date]  
**Quote # ?**  
**Expiration Date:** [Enter date]  

**TO**  
[Name]  
[Company Name]  
[Street Address]  
[City, ST ZIP Code]  
[Phone]

<table>
<thead>
<tr>
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<td>Sales Tax</td>
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Quotation prepared by: ____________________________________________________________

This is a quotation on the goods named, subject to the conditions noted below: (Describe any conditions pertaining to these prices and any additional terms of the agreement. You may want to include contingencies that will affect the quotation.)

To accept this quotation, sign here and return: ____________________________________________________________

Thank you for your business!
PURCHASE ORDER

Quality, Value, Sustainability

Date: [Click to select date]
PO # [No.]

Vendor
Harrison Salmon Producers
4690 Salish Way
Agassiz, BC. V1S 2A1
(604)796-2116

Ship To
[Name]
[Company Name]
[Street Address]
[City, ST ZIP Code]
[Phone]

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<thead>
<tr>
<th>Shipping Method</th>
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Subtotal

Sales Tax

Total

1. Please submit invoice to Chehalis Store Manager with Completed Purchase Order Form.
2. Please notify us immediately if you are unable to ship as specified

[Your Company Name] [Street Address], [City, ST ZIP Code] Phone [phone] Fax [fax] [email]
## Release Order – Harrison Select

### Release Order

- **Release Order (RO) #:**
- **Date:**

**To:**

**For:**

**Release to:**

**Pickup by:**

**Processor BL#:**

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**Date Required**

- **Wednesday**
- **2015**
- **18**
- **Nov**

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**Totals:**

- **0**
- **0.00**

*See list*
## Release Order

**Release Order (RO) #:**

**Date:**

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*See list*
**INVOICE – HARRISON SELECT**

**INVOICE**

To: Harrison Salmon Producers LLP  
4690 Salish Way  
Agassiz, BC, V0M 1A1  
(604) 796-2116  
Fax (604) 796-3946  
Sadie.Leon@stsales.com

Date: [Enter a Date]  
Invoice # [100]

Quality, Value, Sustainability

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Total Discount

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Make all checks payable to Harrison Salmon Producers LLP

Thank you for your business!