

**SPECIFIC SALES REGULATIONS  
FOR  
RAW MATERIAL USED FOR  
FISHMEAL AND FISHOIL**

**2021**

## 1. **BUSINESS RULES**

The business Rules of Norges Sildesalgslag apply unlimited. The Business Rules are available at [www.sildelaget.no](http://www.sildelaget.no). The Fisher and Buyer are obliged to familiarise themselves with and comply with the Business Rules and Specific Sales Regulations for Raw Materials used for fishmeal and fishoil.

Definitions used in the Business Rules have the same meaning as those used in the specific Sales Regulations.

In the separate provisions for the sale of raw materials for fishmeal and fishoil, use the following terms and expressions:

## 2. **SCOPE**

These specific Sales Regulations apply to the raw materials traded through Norges Sildesalgslag when used for fishmeal and fishoil.

## 3. **TRADING FORM**

The raw materials are mainly sold at auction.

- 3.1 The fixed Business Rules of Norges Sildesalgslag apply.
- 3.2 Catches registered within the required time of each auction are offered to the Buyer. Catches that the Sales Team has offered for auction cannot be withdrawn.
- 3.3 Reference is made on circular (01/20) to bidding areas for raw materials for fishmeal and fishoil.

For cut-offs, as combined with freezing loads, the Sales Team may dispense with the requirement for auction sales.

- 3.4 The bidding area for the individual catch is determined by the Sales Team in consultation with the Fisher. The bidding area of supply must be set so that more than one Buyer is given the opportunity to bid on the catch and aim to achieve effective competition. Plants that vessels sail pass must be included in the bidding area. However, Norges Sildesalgslag may set separate bidding areas for individual catches and auctions.

Bids outside the bidding area will not be accepted.

- 3.5 The following provisional times have been set for the auctions:

07:30 - 08:30  
15:00 - 16:00  
21:30 - 22:30

If there are no catches at auction, this must be reported at the specified times above.

The timing and number of auctions can be changed in response to the demand of individual fisheries and it will be publicised.

- 3.6 The catches will be posted on Norges Sildesalgslags internet auction immediately after the last registration deadline.
- 3.7 The bidding must be made within 1 hour after the start of the auction.

Bids cannot be submitted lower than the current minimum price. Bids must be made in whole Kroner up to four decimal places.

For buyers who have more than one plant, collective bids can be submitted. Buyers will be contacted by the Sales Office immediately after an auction to determine which plant the vessel is to unload at. The vessel's bidding area applies as a limit to the Buyer's options for distributing the purchases.

For raw materials where the Buyer's option to place the vessel at their chosen plant within the bidding area, results in unpredictability for the vessel, the Sales Office may restrict this access to the Buyer.

- 3.8 Binding bids: The highest bid must be accepted if the Buyer's information, waiting for unloading, does not exceed 12 hours. If unloading cannot commence within 12 hours of arrival at the plant, the Fisher is permitted to accept lower bids if this allows for earlier unloading.
- 3.9 The Buyer must commence unloading the vessel no later than 24 hours after arrival at the plant. Except in special circumstances, vessels ordered to wait longer than 24 hours must be paid in accordance with the bid price, without any reductions for quality impairments. Large volumes of raw materials from intensive fishing periods may entail additional waiting. If the vessel fails to arrive at the plant at the specified time and the delay is not due to weather conditions, longer waiting may be expected and the vessel may forfeit its unloading turn. If a vessel is delayed more than 24 hours, in relation to the specified time of arrival, the Buyer has the right to cancel the purchase.
- 3.10 In case of equal bids, the Sales Office in consultation with the vessel, will determine where the vessel is to be unloaded.
- 3.11 If there is no sale at auction, or if any problems occur at the plant, the catch will be sold to the Buyer that the Sales Office deems appropriate or it will be re-auctioned.

- 3.12 The Sales Office, cannot assume responsibility for any communication failure due to faults in technical equipment or miscommunication with the Buyer.
- 3.13 The vessels and Buyers will, as soon as possible after of the close auction, be notified of the unloading site and price.

#### **4. REGULATORY ADJUSTMENT TO MINIMUM PRICES**

Minimum prices are adjusted according to the changes shown by the price indicators. Minimum prices are adjusted on the first Monday next month when the price indicators for fishmeal or fishoil increased/decreased more than 5% from the last minimum price adjustment. If, however the indicators show a change of more than 10%, this price will be adjusted the following Monday.

If one of the indicators exceed either 5 or 10%, the price of both fishmeal and fishoil will be adjusted.

##### **FISHMEAL**

The indicator is based on five sources that count equal as follows:

- Source IFFO Weekly, Peru Super Prime 68%. The price is quoted/stated in USD per ton.
- Source IFFO Weekly, Denmark 72%. The price is quoted in USD per ton.
- Source FFO Weekly, Iceland 70%. The price is quoted in USD per ton.
- Source IFFO Weekly Report, the price is FOT Hamburg, in the price indicator spreadsheet IFFO Hamburg, and quoted in Euro per 100 kg.
- Source Statistics Norway, monthly recorded value in NOK per kg for imported fishmeal - item no. 23012010.

##### **FISH OIL**

The indicator is based on:

- Source IFFO Weekly, Peru Feed grade, FOB oil in USD per ton.
- Source Rapeseed oil, Dutch, FOB ex-mill in USD per ton.

The exchange rates used in the price indicator are taken from [www.norges-bank.no/stat/valutakurser/.no](http://www.norges-bank.no/stat/valutakurser/.no) .

The fish oil price in the calculation is adjusted in relation to the content of EPA / DHA, with a fixed factor, based on the difference between the price of fish oil from Peru and rapeseed oil.

The adjustment factor is from 01.01.21. set at a price of 36 USD per percentage of DHA / EPA, and Peru fishoil is set by default at 28% DHA / EPA while rapeseed oil is set at 0%. Norwegian fishoil is set at 15% DHA / EPA, except Capelin oil in the first half of the year (12%) and sandeel oil (18%). The adjustment factor is corrected each time a minimum price adjustment is made. The minimum price adjustment will be implemented even if the change in the price indicator is less than 5% and 10%, as a result of the change in the

adjustment factor.

Changes in the difference between rapeseed oil and Peru fishoil initially do not provide a basis for minimum price adjustment. However, the adjustment factor may be on a separate basis, providing grounds for correction if the ratio is 10% or more.

For catches sold outside auction, the minimum price for the relevant raw material must be applied. The regulations or the higher price agreed between the Fisher and Buyer will be stated on the Delivery note.

The individual catch is not adjusted for fat and dry matter content. However, a ten-year average is calculated for all raw materials and similarly with monthly basis values for fat and dry matter, for Norwegian Spring Spawning Herring, Blue Whiting, Capelin, North Sea Herring and Norway Pout, and weekly adjustments for Sandeel. The average values to be included in the calculation are obtained from Nofima.

If the market for fishmeal and fish oil changes over the year, the minimum price must be changed so that the Fisher is guaranteed a minimum price of 60% of the total fishmeal and fishoil revenue.

There will be a continuous assessment of the market trends for the various fishmeal and fish oil products. Required adjustments to raw material prices will be made as necessary. The Fisher and Buyer will be notified of the minimum prices for the next period by circular and posted on our website.

Minimum prices 1. Jan. 2021 are given in Øre per kilogram of raw material, (see attached price, appendix 1) and changes in current minimum prices are announced by circular and on our website; <https://www.sildelaget.no/en/fisheries/>.

Quality assessment and control of fish for the production of fishmeal and fish oil is set out in appendix. Deduction applicable to the period is shown in Appendix 2.

**Specific provisions:**

For catches of Winter Capelin Trimmings/Cuts-off and Roe-pressed Capelin from fishing vessels, the minimum price must be 85% of normal minimum price.

The minimum price for Cut-offs from fishing vessels will be 85% of the minimum price for the actual fish species. Cut-offs may be traded outside of auction.

By-catch will be priced at a minimum of its own minimum price, regardless of whether it is registered or not and whether delivered with a delivery agreement or not. Species that do not have their own minimum price must be priced as Blue Whiting.

#### 4.1 FISH DRAINAGE SYSTEM

Fishmeal plants select draining systems within the framework defined by the National Authorities.

## 5. CATCH REPORTING

All catches, including Trimmings, Cut-outs, Faxes (male Capelin) and other By-products in connection with production on board, must be reported on departure from the fishing area and otherwise in accordance with the Business Rules.

This also applies to catches that are for delivery to a foreign port.

## 6. OVERSEAS DELIVERY FROM NORWEGIAN VESSELS

At all times Norges Sildesalgslag's Business Rules, Auction Rules and Specific Sales Regulations for Raw Material Used for Fishmeal and Fishoil are applicable to participants in the auction.

In the case of deliveries abroad, the auction price must not be deducted for port fees, freight charges, freight or similar.

## 7. UNLOADING

- a) Unloading should, take place in the order in which the vessels arrive at the unloading site (plant) after sale, irrespective of whether the catch has been sold at auction or at fixed price.

If the Buyer has taken a valid reservation for a time-limit for a specific catch, due to earlier raw material purchases and has exercised the right to stipulate a deferred unloading time to the Fisher for a specific catch, owing to an earlier raw material purchase, the Buyer cannot subsequently purchase raw material for delivery at a time earlier than that coinciding with the such reserved time of unloading unless Norges Sildesalgslag gives approval and it is apparent that an earlier unloading time of delivery will not conflict with the time of unloading catches that are deferred.

- b) The unloading of Discarded, Trimmings or Cut-offs from sea products processed at sea must also take place according to the same procedure as above.
- c) For combined catches of fishmeal and fishoil, and for human consumption, the Fishers will be allocated their fishmeal and fishoil delivery on arrival at the plant, and in the case of the consumer delivery on arrival at the consumer plant. On arrival, the Fisher has the right to take their unloading turn in both places, but must be ready to unload when it is their turn. If the Fisher is not ready to unload when it is their turn, they will be given their turn to unload when they are ready for site.
- d) The Buyer must commence unloading of the vessel promptly and no later than 24 hours after arrival at the plant. For vessels required to wait longer than 24 hours, the price will be according to the bid, without deduction of any quality impairment. Large volumes of raw materials in

periods of intensive fishing may be subjected further waiting. If the vessel fails to arrive at the plant and the delay is not due to weather conditions (Force Majeure, etc.), a longer period of waiting is expected, and the vessel may forfeit its unloading turn. If the vessel is delayed more than 24 hours than the specified time of arrival, the Buyer has the right to cancel the purchase.

## 7.1 SELF UNLOADING

Look for information on our website about unloading and unloading routines.

## 8. RAW MATERIAL QUALITY CONTROL AND SAMPLING

Rules for quality grading and control of fish for the production of fishmeal and fishoil are as set out in appendix.

A representative sample of deliveries to Norway and Denmark traded through Norges Sildesalgslag must be quality controlled in accordance with the Raw Materials Control Agency Guidelines to provide a basis for calculating the 10-year average for fat and dry matter, included in the calculation. On delivery to countries other than Norway and Denmark (where the raw material is not analysed through Nofima), analyses will be entered on the delivery notes. This analysis data may, in cases, where there are little analyses from Norwegian and Danish catches, be used in the 10-year average. Catches must be tested for salt analysis of the raw material.

The code of conduct applicable for the period is set in Appendix 2.

Fisher is payed according with TVN analysis, sampled after drainage and before weighing. Temperature is automatically measured in the weighing receptacle. The raw materials TVN content and temperature must be entered on the final delivery note before signed by the parties, even if the price is not to be adjusted for the temperature. Samples must be taken and analyses to determine the average values of fat and dry matter, for all species, in order to acquire a sufficient basis for the 10-year average. Nofima in Bergen, is responsible for performing the analysis and verification activities. The plants are responsible for the implementation and expense of the practical work of sampling in accordance with the Guidelines for the Raw Materials Control Agency, which are provided in Appendix 3.

Minimum prices for all species are set on current applicable market prices, based on average fat and dry matter of the past ten years. Minimum prices for Blue whiting, Norwegian Spring Spawning herring, North Sea herring, Norway Pout and Capelin are accrued monthly. Fat and dry matter content in Sandeel are accrued per week. This is done to achieve the best possible match between the basic fat and dry matter, percentage is calculated on actual fat and dry matter percentage.

**9. TOTAL VOLATILE NITROGEN AND REMOVAL OF THE SPOILED RAW MATERIAL**

The plant is not allowed to receive raw materials with TVN content higher than 90 mg / 100 g raw material, unless the County Governor has given a dispensation to receive it. If there is reason to assume that the quality of the raw material may vary in the different tanks, each party may choose three samples from the bottom, the middle and the top of each tank respectively.

This is based on analysis of parts of the load, kept separate and not average calculations.

For raw materials with higher content of TVN higher than 90 mg TVN / 100 gr. Buyer and Fisher may negotiate the price which should be finished price, and not regulated for quality.

In case of disagreement between the Fisher and the plant, whether the quality is the basis for the rejection of the cargo, Norges Sildesalgslag must be notified.

Catches delivered and picked up by collection boat are not regulated for TVN and salt.

**10. TEMPERATURE**

There must not be a temperature range for raw materials for fishmeal and fishoil use in 2021.

The reading temperature must be entered on the delivery note although there must not be a temperature range in 2021.

**11. SALT DEDUCTION**

The deduction must be calculated from the salt content of the sample, analysed at Nofima in Bergen. There must be no salinity deductions for the Capelin fished in the Jan Mayen and Islands zones or Sprat caught in the Atlantic/North Sea, in 2021.

**12. COMPLETION OF THE DELIVERY NOTE**

The delivery note must be signed by Buyer and Fisher before the vessel leaves the plant. This also applies when the catch is delivered overseas and is the responsibility of the Fisher.

In the event of a complaint, this must be noted on the delivery note and raised with the Sales Team immediately. In the case of complaints relating to analysis performed by the Raw Materials Control Agency, please refer to the Rules of Complaints appeal in Appendix 3 and refer to the Business Rules and the Landing and Declaration Regulations (Landing Regulations, FOR-2014-05-06-607).



### **13. SETTLEMENT**

All catches of raw material for fishmeal and fishoil are settled at the price obtained, minus the deductions for quality and minus any other deductions.

Foreign raw materials are traded, quality regulated and priced as Norwegian raw materials.

The current quality average is calculated by Nofima in Bergen, who comply in accordance with the Guidelines for the Raw Materials Control Agency.

In the case of price adjustments, when sale is made outside auction, unless otherwise stated, the delivery date will be the basis of the date of invoicing, and when sold at auction, that date will be used for invoicing.

### **14. RAW MATERIAL FOR FOOD PURPOSE**

Raw material for food purpose of the fishmeal, is to be traded at the consumer auction.

### **15. CATEGORIES DIRECTLY TO FEED**

Whole fish in any form for feed, must be priced as ordinary raw material for fishmeal and fishoil at auction.

### **16. SUPPLY AGREEMENT**

Look for information on our website.

**Bergen, 2021**

## PRICES FOR RAW MATERIALS FOR FISHMEAL AND FISHOIL PURPOSES

Applies from 01.01.21. and so far, will be regulated throughout the year and published on Sildelaget's website as circular.

	Polar cod	Sprat	Mackerel Before 01. July	Mackerel From 1. July	Horse mackerel
Basis dry matter	15,2	16,3	16,8	16,9	17,6
Basis fat	5,0	10,4	18,7	22,4	6,6
Minimum price, Øre/kg	157,68	230,39	304,09	337,45	198,37

### Blue whiting:

	Jan	Feb.	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Basis dry matter	17,9	17,5	17,4	17,5	17,9	17,3	17,5	17,4	17,0	16,9	17,0	17,6
Basis fat	5,5	4,1	3,1	2,0	2,1	3,7	4,5	4,7	4,6	5,3	4,6	5,8
Minimum price, Øre/kg	195,47	180,23	170,40	162,34	166,01	174,88	183,30	184,25	179,87	184,41	179,34	194,78

### Capelin:

	Jan	Feb.	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Basis dry matter	14,4	15,1	14,5	14,0	14,0	14,0	13,6	14,0	14,0	14,0	14,0	14,0
Basis fat	11,6	9,2	5,7	2,4	5,0	7,0	11,9	11,5	12,0	13,0	13,0	12,8
Minimum price, Øre/kg	210,79	197,62	163,04	131,07	152,53	179,89	222,17	222,62	215,77	224,60	224,60	222,83

### North Sea herring:

	Jan	Feb.	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Basis dry matter	18,0	19,2	17,0	17,0	17,3	16,5	17,0	17,3	17,1	17,6	17,8	17,6
Basis fat	9,3	9,1	12,0	14,0	15,9	20,9	19,7	19,0	16,9	16,5	12,9	11,3
Minimum price, Øre/kg	237,49	247,61	251,44	269,11	288,87	325,12	319,48	316,26	295,73	297,15	267,32	251,20

### Norwegian Spring Spawning Herring:

	Jan	Feb.	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Basis dry matter	19,1	18,5	17,2	17,7	16,0	16,5	16,5	16,4	16,9	17,7	17,9	18,3
Basis fat	11,4	8,2	5,3	5,5	19,0	21,2	20,1	22,7	23,0	18,8	16,4	14,0
Minimum price, Øre/kg	264,98	230,83	192,46	199,12	301,75	326,09	316,37	338,36	345,91	316,64	297,40	280,11

### Norway pout:

	Jan	Feb.	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Basis dry matter	16,7	16,8	16,9	16,7	17,0	16,9	16,8	16,8	16,6	16,7	17,0	17,3
Basis fat	4,7	2,7	2,0	1,6	3,0	5,1	5,3	6,5	7,0	7,4	6,9	6,3
Minimum price, Øre/kg	177,72	161,51	156,44	151,16	165,93	182,99	183,78	194,06	196,49	200,84	199,34	196,98

### Sandeel:

Week number	<-11	12	13	14	15	16	17	18	19	20	21	22
Basis dry matter	17,0	17,0	17,0	16,8	16,0	16,4	16,4	16,7	17,0	17,4	17,3	17,7
Basis fat	2,5	2,5	3,0	3,5	4,1	5,3	6,2	7,4	8,1	8,4	8,9	9,0
Minimum price, Øre/kg	167,83	167,83	172,48	175,22	173,12	188,12	196,50	210,55	219,95	226,58	230,27	235,04
Week number	23	24	25	26	27	28	29	30	31	32	33	34
Basis dry matter	18,3	18,2	18,4	17,7	17,4	17,7	17,2	17,0	17,0	17,0	16,8	16,5
Basis fat	8,8	8,6	8,0	7,5	7,4	7,8	6,9	6,5	6,1	6,0	6,2	6,5
Minimum price, Øre/kg	238,94	236,12	232,46	221,08	217,27	223,87	210,70	205,06	201,34	200,40	200,35	200,26
Week number	35	36	37	38	39	40->						
Basis dry matter	16,2	16,2	16,4	16,6	16,8	17,0						
Basis fat	6,9	7,0	7,0	7,0	7,0	7,0						
Minimum price, Øre/kg	201,10	202,03	203,95	205,87	207,79	209,71						

For updated prices throughout the year; see <https://www.sildelaget.no/en/fisheries/>

When buying catches traded outside of the auction, the regular minimum price is used if no higher price is required on the final note.

**SPECIAL DEDUCTIONS APPLICABLE FOR THE PERIOD:****Deduction tables in 2021:****Total Volatile Nitrogen deduction**

<b>TVN</b>	<b>31</b>	<b>32</b>	<b>33</b>	<b>34</b>	<b>35</b>	<b>36</b>	<b>37</b>	<b>38</b>	<b>39</b>	<b>40</b>	<b>41</b>	<b>42</b>	<b>43</b>	<b>44</b>
øre/kg	-2.4	-2.8	-3.2	-3.6	-4.0	-4.4	-4.8	-5.2	-5.6	-6.0	-6.5	-7.0	-7.5	-8.0
<b>TVN</b>	<b>45</b>	<b>46</b>	<b>47</b>	<b>48</b>	<b>49</b>	<b>50</b>	<b>51</b>	<b>52</b>	<b>53</b>	<b>54</b>	<b>55</b>	<b>56</b>	<b>57</b>	<b>58</b>
øre/kg	-8.5	-9.0	-9.5	-10.0	-10.5	-11.0	-11.6	-12.2	-12.8	-13.4	-14.0	-14.6	-15.2	-15.8
<b>TVN</b>	<b>59</b>	<b>60</b>	<b>61</b>	<b>62</b>	<b>63</b>	<b>64</b>	<b>65</b>	<b>66</b>	<b>67</b>	<b>68</b>	<b>69</b>	<b>70</b>	<b>71</b>	<b>72</b>
øre/kg	-16.4	-17	-18	-19	-20	-21	-22	-23	-24	-25	-26	-27	-28	-29
<b>TVN</b>	<b>73</b>	<b>74</b>	<b>75</b>	<b>76</b>	<b>77</b>	<b>78</b>	<b>79</b>	<b>80</b>	<b>81</b>	<b>82</b>	<b>83</b>	<b>84</b>	<b>85</b>	<b>86</b>
øre/kg	-30	-31	-32	-33	-34	-35	-36	-37	-38	-39	-40	-41	-42	-43
<b>TVN</b>	<b>87</b>	<b>88</b>	<b>89</b>	<b>90</b>										
øre/kg	-44	-45	-46	-47										

**Salt deductions**

All raw materials types except capelin and sprat from the Atlantic and North Sea

<b>Salt percentage</b>	<b>0.75</b>	<b>0.76</b>	<b>0.77</b>	<b>0.78</b>	<b>0.79</b>	<b>0.80</b>	<b>0.81</b>	<b>0.82</b>	<b>0.83</b>
Deduction øre/kg	-3.0	-3.2	-3.4	-3.6	-3.8	-4.0	-4.2	-4.4	-4.6
<b>Salt presentabel</b>	<b>0.84</b>	<b>0.85</b>	<b>0.86</b>	<b>0.87</b>	<b>0.88</b>	<b>0.89</b>	<b>0.90</b>	<b>0.91</b>	<b>0.92</b>
Deduction øre/kg	-4.8	-5.0	-5.2	-5.4	-5.6	-5.8	-6.0	-6.2	-6.4
<b>Salt presentabel</b>	<b>0.93</b>	<b>0.94</b>	<b>0.95</b>	<b>0.96</b>	<b>0.97</b>	<b>0.98</b>	<b>0.99</b>	<b>1.00</b>	<b>1.01</b>
Deduksjon øre/kg	-6.6	-6.8	-7.0	-7.2	-7.4	-7.6	-7.8	-8.0	-8.2
<b>Salt presentabel</b>	<b>1.02</b>	<b>1.03</b>	<b>1.04</b>	<b>1.05</b>	<b>1.06</b>	<b>1.07</b>	<b>1.08</b>	<b>1.09</b>	<b>1.10</b>
Deduksjon øre/kg	-8.4	-8.6	-8.8	-9.0	-9.2	-9.4	-9.6	-9.8	-10.0
<b>Salt presentabel</b>	<b>1.11</b>	<b>1.12</b>	<b>1.13</b>	<b>1.14</b>	<b>1.15</b>	<b>1.16</b>	<b>1.17</b>	<b>1.18</b>	<b>1.19</b>
Deduksjon øre/kg	-10.2	-10.4	-10.6	-10.8	-11.0	-11.2	-11.4	-11.6	-11.8
<b>Salt presentabel</b>	<b>1.20</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.24</b>	<b>1.25 =&gt;</b>			
Deduksjon øre/kg	-12.0	-12.2	-12.4	-12.6	-12.8	-13.0			

**Table salt deduction – Capelin**

Sprat from the Atlantic and North Sea, and Capelin caught around Iceland, Greenland and Jan Mayen in 2021 shall not be subject to a salt deduction.

Analysed values are to be entered on the Delivery Note and the deduction will be performed at Norges Sildesalgslag

<b>Salt presentabel</b>	<b>0.65</b>	<b>0.66</b>	<b>0.67</b>	<b>0.68</b>	<b>0.69</b>	<b>0.70</b>	<b>0.71</b>	<b>0.72</b>	<b>0.73</b>
Deduksjon øre/kg	-3.0	-3.2	-3.4	-3.6	-3.8	-4.0	-4.2	-4.4	-4.6
<b>Salt presentabel</b>	<b>0.74</b>	<b>0.75</b>	<b>0.76</b>	<b>0.77</b>	<b>0.78</b>	<b>0.79</b>	<b>0.80</b>	<b>0.81</b>	<b>0.82</b>
Deduksjon øre/kg	-4.8	-5.0	-5.2	-5.4	-5.6	-5.8	-6.0	-6.2	-6.4
<b>Salt presentabel</b>	<b>0.83</b>	<b>0.84</b>	<b>0.85</b>	<b>0.86</b>	<b>0.87</b>	<b>0.88</b>	<b>0.89</b>	<b>0.90</b>	<b>0.91</b>
Deduksjon øre/kg	-6.6	-6.8	-7.0	-7.2	-7.4	-7.6	-7.8	-8.0	-8.2
<b>Salt presentabel</b>	<b>0.92</b>	<b>0.93</b>	<b>0.94</b>	<b>0.95</b>	<b>0.96</b>	<b>0.97</b>	<b>0.98</b>	<b>0.99</b>	<b>1.00</b>
Deduksjon øre/kg	-8.4	-8.6	-8.8	-9.0	-9.2	-9.4	-9.6	-9.8	-10.0
<b>Salt presentabel</b>	<b>1.01</b>	<b>1.02</b>	<b>1.03</b>	<b>1.04</b>	<b>1.05</b>	<b>1.06</b>	<b>1.07</b>	<b>1.08</b>	<b>1.09</b>
Deduksjon øre/kg	-10.2	-10.4	-10.6	-10.8	-11.0	-11.2	-11.4	-11.6	-11.8
<b>Salt presentabel</b>	<b>1.10</b>	<b>1.11</b>	<b>1.12</b>	<b>1.13</b>	<b>1.14</b>	<b>1.15 =&gt;</b>			
Deduksjon øre/kg	-12.0	-12.2	-12.4	-12.6	-12.8	-13.0			

Raw material produced on board are subject/will get to 85% of the salt deduction as shown in the tables above.

## Guidelines for the raw material control

### 1. Legal basis

Nofima is authorized to administer the raw material control system. Random sampling for purposes of price and quality determination falls to the processing plants. The guidelines apply from 1 January 1993 and were last revised December 2016.

### 2. Scope

The Raw Material Control is used in the determining the price of all raw material delivered to the plant. It is based on the following analyses and measurements:

- Fat
- Fat-free dry solids
- Salt
- Temperature
- Total Volatile Nitrogen (TVN)

The quality control system includes sampling and analysis of:

- Capelin
- Polar cod
- Blue whiting
- Sandeel
- Norway pout
- Sprat
- North Sea herring
- Norwegian Spring Spawning herring
- Mackerel
- Horse mackerel
- Cut-offs from fishing boat (from board processing)  
and any other raw material sold by Norges Sildesalgslag, including raw materials supplied by foreign vessels.

The following cargoes are not sampled for fat, fat-free dry matter and salt:

- Cargoes/loads less than 10 tonnes

If there is reason to believe that the salt content is above 0.74% for other raw materials and 0.64% for Capelin, a sample must however be obtained for analysis.

### 3. Quality control

Sampling and reporting are carried out by a representative from the factory (hereinafter referred to as sampler). The sampler shall notify the fisherman that sampling takes place, and this shall be given access to attend sampling. The raw material form is filled with relevant raw material data for all tested loads.

#### **4. Sampling of the raw material sample for fat, non-fat dry matter and salt analysis**

For all cargoes/loads, an average sample must be obtained, by using an automatic sampler, for the determination of fat, fat-free dry matter and salt content. Exceptions from the taking of average samples are mentioned in appendix 2 and in those cases where there is deviation in the sampling equipment (see "Instructions for sampling", section 8).

For mixed cargoes, a mixed-catch sample of the entire cargo must be taken using an automatic sampler. Data on raw material type, delivery note number and quantity must be filled out on a raw material form.

The sample is prepared, frozen to -20 ° C for at least of 16 hours and sent properly in the prescribed manner to Nofima in Bergen for analysis. A duplicate sample must be stored at the plant in a freezer for at least 2 months after the unloading date. If so, required by the Fisher, an additional duplicate sample must be obtained and given over to the Fisher. This sample must be given to the Fischer immediately, without being frozen.

The plant sends raw material forms to Nofima via e-mail ([biolab@nofima.no](mailto:biolab@nofima.no)), and Delivery Note electronically to the Norges Sildesalgslag with details of which raw material load/cargos the plant is submitting samples for.

#### **5. Analysis of FI. N / TVN**

For all loads/cargoes which are not exempt (see "Instruction for sampling" Section 3.3), representative samples must be taken for analysis of TVN for determining the quality of the cargo/load.

For cargoes/loads up to 500 tonnes, 3 samples must be obtained as a minimum, for loads/loads between 500 and 1000 tons, 7 samples; and for cargoes/loads over 1000 tons, 10 samples. All individual analyses of TVN must be entered to the raw material form.

Samples must be taken after draining and before weight. Analysis of TVN is performed at the plant.

#### **6. Spoiling raw material, i.e. raw material with TVN exceeds 100 mg N / 100 g of raw material**

In its emission permits, the Norwegian Environmental Agency has issued concerning the reception of spoiling raw material (see "Processing Plan's Emission Permit" section 5.).

The Norwegian Environmental Agency defines limits for when an application can be made to process such raw material, and when it may not to be processed at the plant but treated as waste.

Currently, these limits are 100 and 200 mg TVN / 100 g of raw material.

The County Governor has been delegated the task of controlling the plants and reviewing the emissions permits.

## **7. Analysis of salt**

Fat, Fat-free dry matter and salt analysis is performed according to the methods on which the parties have previously agreed. The results are to be transmitted from Nofima in Bergen to Norges Sildesalgslag and processing plant.

## **8. Complaint concerning analysis**

Complaint in writing concerning the analysis of salt must be submitted within 30 days of issuance of an analysis certificate from Nofima.

## **9. Appeals**

If one of the parties, Norges Sildesalgslag or the plant, object to the final analysis result, an appeal may be brought before to Nofima's administration for a binding decision.

## **10. Practical execution**

Samples for fat, fat-free dry matter and salt analysis must be obtained by means of an automatic sampler. Samples for TVN analysis are to be obtained after draining and before weighing.

See also the instructions issued by Nofima's concerning the practical business of sampling, sample handling/processing, etc.

## **11. Complaints**

Any complaints regarding a salt analyses must be lodged with Norges Sildesalgslag within 30 days issuance of the analysis certificate. A validation analyses will then be performed on the duplicate sample stored at the processing plant. The validation analyses for fat and fat-free matter will be dealt with according to the following rules:

The control analyzes for salt are treated according to the following rules:

- If the validation analysis for salt does not vary from the original analysis by more than 0.1% points, the initial analysis is must be upheld as the official analysis.
- If the validation analysis varies by between 0.10 and 0.20% points, the average of the two analyses must be taken as official analysis.
- If the variation is greater than 0.21%, Nofima in consultation with the NSS, will determine the result.

## **12. Appeals against complaints decisions**

If one of the parties is still unable to accept the analysis, an appeal against the result

may be brought before Nofima's administration. Appeals must be lodged in writing not later than 2 weeks after the outcome of the complaints handling procedure was notified by Nofima. Due cause must be given for the appeal.

Nofima will consider the case with emphasis on the following:

- The data available concerning raw material, unloading and sampling.
- All analyses performed
- Available statistical data from comparable catches (same type of raw material, period and catch area)
- Applicable weekly average with standard deviation

The outcome will be determined by Nofima in consultation with the parties.



**VERIFICATION OF AUTOMATIC TEMPERATURE MEASURING EQUIPMENT**

The automatic temperature measuring equipment must be verified against a reference thermometer at least once per. year. The verification should comprise 3 temperatures, where at least one of the control points being in the range 0-5 ° C. The control points should cover a significant part of the defined measuring range. Deviations of up to ± 0.5 ° C between automatic temperature measuring and reference thermometer may be accepted.

If a fault is detected, corrective measures must be taken immediately, without any delay whatsoever. Registered faults and corrective measures must be logged.

The annual verification must be logged by the plant's responsible manager or authorized person.

Control Form:

Temperature gauge for automatic registration of raw material temperature during unloading.

Thermometer/Tag:		Control interval:			Max 12 months	
Date	Reading in °C	Reference-thermometer	Variance	Registered error	Action	Sign.

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