

BCS The ICEBreaker



April 2006

Bellingham Cold Storage Company



The Monthly Newsletter for Employees & Friends of Bellingham Cold Storage Company.

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Thank you to BCS and friends of BCS:



I would like to extend my sincere thanks to all of you for the overwhelming support extended to me and my family in the days following the passing of my wife, Marie. The outpouring of love from all of you in the form of flowers, food, cards, personal visits, phone calls and prayers was truly an amazing experience that went a long way to ease the pain for me and my family.

Matthew, Lisa, and I will be forever grateful to all of you. Thank you very very much.

Eric Brown

Employee of the Month

Nancy Waterman has once again been selected as employee of the month. This is like deja-vu all over again, but well deserved I might say. Nancy started employment at BCS in 1998 as a Systems Analyst/Programmer.



Nancy has continued to improve her skills as she sits quietly at her desk pounding out lines of code that make no sense to anyone not familiar with programming. She is responsible for making those magical things happen on your computer screen. She has taken on the task of assisting with the ongoing maintenance and improvement of the OPTICs Inventory Management System and other accounting applications. Nancy is primarily responsible for the development of WebOPTICs, which is the Internet version of the OPTICs Inventory Management System. WebOPTICs allows customers to access their inventory data and various reports over the internet through a secure connection.

Nancy is always willing to help whether it is with software, hardware, network, barcode or just cleaning up equipment. Nancy doesn't just do all of this from her office. She gets out into the plant, works with employees to train and solve their computer problems. I hear many comments of praise for Nancy's work from employees in the plant on up to the BCS Board of Directors. Nancy has recently completed a 3hr per day, 5 days a week, 160 hour course in preparation for certification on computer operating systems.

Nancy, it is a pleasure to work with a positive, team-oriented, 'get-it-done' type of person as yourself. Your efforts have helped raise BCS to the next level in efficiency, competitiveness and being a great place to work. Thank you, Nancy.

Clyde A. Duranceau, Information Systems Manager

Barkley Easter Egg Hunt Returns April 15th

Hunt with Haggen and Barkley Company as they join forces with the City of Bellingham's Parks and Recreation Department, Sunset Music and KAFE Radio to bring you this year's Easter Egg Hunt on April 15th.

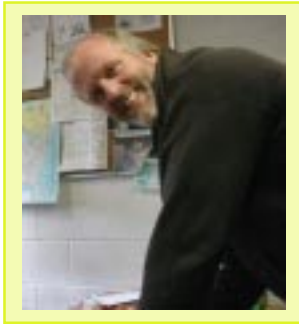
The hunt has moved north of Barkley Boulevard to the Hitting Zone at Barkley Village.



The morning will include local youth performers, balloon animals, face painting, a castle maze, and visits from the Easter Bunny and Mrs. Carrot. This hunt is intended for children 1-8 years, accompanied by an adult, with separate hunt areas for all age groups.

This is a FREE community event. Activities and entertainment begin at 9 a.m. The hunt starts at 10:20 sharp. Please call 676-6985 for more information or questions regarding this event.

SMART Commuter for February



Did you know that there were 19 work days in the month of February? And did you know that **Jerry Farwell** carpooled all 19 of those days? Jerry is a prime example of the perfect SMART commuter that all of us strive to become. BCS is delighted to present Jerry with a cash prize plus 2 Mallard double scoops in waffle cones. Hmm, do you suppose Jerry will share with his carpool partner(s)?

Wishing you “wheel” health,

Karen M. Hollingsworth

It's the



Debra Tamcke and Nancy Waterman will be hosting a garage sale at 2628 Elm Street on Saturday, May 13, to raise money for a 3-Day Walk to benefit breast cancer research.

If you have any items that you would like to donate, please contact Debra at extension 102 or Nancy at extension 118 (733-1640). Please donate items by May 5, 2006. Items not sold in the sale will be given to the Good Will.

Thank you for your generous support.

Debra & Nancy

2006 Seafood Forecast with Mike Roberts



Well, we are just around the corner from getting back into the heavy-duty workload that we know and love best. I can't wait for vessels every other week, the vans full of product, plus everyone being back to work and busy-busy-busy.

As this is being read, we will be off-loading Longliner vessels one after the other and getting set for the frozen hake season which promises to be larger than last year.

Things that are on the horizon are fresh to freeze hake amounting to about seven trucks per day. José and Mr. Clausen are putting in four new freezing cells to handle the extra product.

We are also hoping the sardines are larger this year, which will give us more product to freeze.

Salmon from Alaska shows that Chums are up 60%, Silvers are up 6%, Kings are up 18%, but this is an off-year for Pinks which are down 40% and Sockeye is down 18%. We will be getting Chums to freeze from Alaska again this year adding, to the number of vans. I have been told by the “Man on the Sound”, Bill Graves, that he thinks things will be back to normal this year with the numbers being like in the past good years.

I do want to say what a great job you all did last season in moving things in and out of the warehouses. This year, I think we all are even more prepared for what's coming and going, and things will be even better. So on that note, lets make 2006 a great year.

Have a great season.

Mike Roberts, Seafood Marketing & Sales Manager

Scott Willis Retires!

After 32 years working for BCS, Scotti Willis has decided to retire. He's headed to Southern Oregon where we'll most likely be spending his free time enjoying the beautiful outdoors. Scott, you'll be missed by all. Enjoy your retirement!



Everyone listens to Scott's farewell speech.



There's a little snugglin going on.



Well, maybe more than a little.....



Scott with his cake.



Scott's family came for the big event.



Employee of the Year 2005

Each year we choose one employee from among the recipients of the Employee of the Month whose work all year was exemplary. The employee chosen this year has shown herself to be a hard-working, self-motivated person. This is an employee with a can-do attitude who, when given challenges, rises to the occasion. This is a person who people rely on and count on to get the job done, not only quickly and efficiently, but with a high degree of quality. In every company there are those few employees that can always be counted on to help out, to volunteer, and to take on the tough jobs. That's our Employee of the Year for 2005 and that is Sandy Olson.

As most of you know Sandy has been our purchasing agent for 10 years and has done an excellent job. Everyone who works with Sandy appreciates her dedication, determination and skill. From Maintenance and Engineering to Management, to every employee who has used her services, she has shown that Bellingham Cold Storage is a great place to work.

Thank you Sandy!

Tim Unger, Squalicum Plant Manager

Tee Time

with Mike Holcomb

Hello, fellow hackers, and welcome to Tee Time. Finally the weather is starting to break, and I think I can see some sun. It's time to dig those clubs out of the closet, and get them warmed up.

Welcome to another golf season. Last month I commented on my friend, Larry, using a wood that had a persimmon head on it. I said then that I would clarify what I was talking about. Back in the good old days (and we are talking about several years ago), all woods were made out of a persimmon burl. They used this kind of wood because it was very hard. They would take and sand these smooth and then put on a lacquer finish. This wood is blonde in color and very nice looking. You probably haven't seen many of these around here because the weather is real hard on them. Also, the introduction of metal woods has made a difference. The last one I saw belonged to Bill Connelly. I should also say here that between persimmon and metal they came out with laminated woods, a lot of which are still in play today.

This month's person featured in "What's in Your Bag?" is Mike Coggins. Now, Mike views the ball from the other side - meaning he hits from the left side. Mike started playing late like the rest of us. He was 39. His first set of clubs was from J.C.Penney Co. It was a starter set that contained a 3, 5, 7 and 9 iron and a putter. Mike didn't say what kind of woods he used first. He wanted to play all the time so he bought this set first. His next set was made up of Palm Springs irons, a Taylor Made driver and a three wood. He played with these for 6 years. His next sets of irons were Ping Zings, a full 3 iron thru sand wedge. He still plays with these today, and like the rest of us, he went out and bought a Cleveland Lancher driver with a 460cc head on it.

Now, myself, I am in the market for a new putter, because my poor play lately has to be my putter's fault. Surely it can't be me!

I'll leave you with this: Like I say every year, If you're in the market for new clubs, pick up and handle several sets. I'm telling you as you do that, you will take hold of the set that feels right for you. It really won't matter what kind they are. You will just feel it. Those are the ones to buy. For any of you who want to play in the B.C.S. tournament, it will take place on Saturday, May 20th, at 9:00 a.m., so look me up and tell me you want to play and I'll add you to the list.

See Ya!



Employee Appreciation Party March 14, 2006

This year's employee appreciation party and award ceremony was another success. We had a terrific turn out of employees and the food was outstanding as well. We can thank The Sandwich Odyssey for preparing all the food for us. They have always done an excellent job.

We had two employees this year who are celebrating their 25th anniversary with BCS. They are Jack Cammack and Brad Klein. They both received a 25 year recognition plaque and a BCS Watch. Thank you Jack and Brad for your 25 years of service.

The employee of the year award for 2005 went to Sandy Olson. Sandy received a nice plaque and a check for \$750.00. Thank you Sandy for your dedication to BCS.

BCS awarded Gary Morris and Carlos Flores with BCS Jackets in recognition for their hard work as our Forklift Instructors.



The 2005 Employees of the Month were recognized: January – Gene Knutson; February – Mark Tripp; March – Diane Wanlin; April – John Nunn; May – Sandy Olson; June– Mark Emmons; July – Gary Terpsma; August – Jesus Martinez; September – Alberto Perez; October – Marco Llamas; November – Larry Dodson; December – Rigoberto Sagastume

I want to personally thank everyone who helped put this luncheon together.

Kary Lambert, Sandy Olson, Bill Lamoreaux, Tim Unger, Jan Knutson, Sheryl Hershey, Brad Flinn, Doug Thomas, Jack Cammack, Jose Roques, Gary Terpsma and the people who helped take tables and chairs down the next day.

In Appreciation, *Sharon Statema, Executive Assistant*

Keyport Foods, LLC Receives Outstanding Customer Award



At left: Kurt Pedersen & Darryl Pedersen

Keyport Foods, LLC was recently presented with the BCS Outstanding Customer Award. Keyport has been a pleasure to work with and a joy to see grow over the last few years. It is always a pleasure to be a small part of such a positive development and we very much appreciate the opportunity to provide Keyport with our cold storage, logistics and inventory management services.

Keyport Foods, LLC was established by its President; Darryl K. Pedersen in Feb. 1997 as an import/export company whose primary business is processing and marketing imported seafood items in the U.S., as well as exporting Alaska products to markets throughout Europe and Japan.

Kurt E. Pedersen serves as Vice President and is responsible for the company's sales. The company participates in a joint venture for fishing and processing

in the world's newest King crab resource in the Barents Sea area of western Russia. This crab species was transplanted from the Pacific Ocean in the Russian Far East to the Atlantic Ocean as a scientific experiment in the early 1960's.

Keyport converted the first catcher processor vessel to participate in that fishery in 2001 and has since re-built several additional STR 502-class Russian trawlers into pot fishing catcher processor vessels and operates them jointly with their Russian partners. Keyport also provides processing supervisors on board these vessels to insure that their product meets the standards of the highest quality King crab sold into the U.S. market. This production is shipped via container service direct from Russia to Bellingham Cold Storage.

Keyport has also followed the westward migration of the Barents Sea King crab into Norwegian waters, and they now own and operate a King crab processing plant in Gamvik, Norway, the northern most community in continental Europe. Product from this plant is also shipped directly to Bellingham Cold Storage.

Pedersen states that although their offices are located in Seattle, Bellingham is an integral part of their business. They work with Coastline Equipment in the design and construction of their processing equipment, they depend on reliable cold storage service provided by Bellingham Cold Storage, and they rely on their longtime friends and partners at Homeport Seafoods to process Keyport brand crab products into high quality value-added products which are distributed to restaurant and retail customers throughout the U.S.

Other personnel that are well known to the Keyport's day to day Bellingham operations are: Mr. Gregg Morrow, QC Manager, Ms. Elizabeth Devinney, Controller, and Ms. Jane K. Pedersen, Customer Service.

Bellingham Cold Storage is quite fortunate to have Keyport Foods, LLC as a strong and growing customer.

Best wishes for continued success.

We really appreciate your business!

Mike Roberts, BCS Seafood Marketing & Sales Manager

Teamwork • Integrity • Quality • Accountability • Attitude

Teamwork: We support the concept of teamwork. We encourage fellow employees in their efforts to do a good job, helping whenever possible.

Integrity: We treat all people and property with honesty and respect, and are dedicated to building trust with our employees and customers.

Quality: We are enthusiastically committed to providing the highest standards of service, product and performance.

Accountability: We willingly accept responsibility for our actions.

Attitude: We have a positive outlook and progressive approach toward our jobs, customers and fellow employees.

BCS Core Values

Cooperation • Integrity • Quality • Responsabilidad • Actitud

Cooperación: Nosotros apoyamos el concepto de cooperación. Haremos todo lo posible para animar a nuestros empleados en sus esfuerzos para hacer un buen trabajo cuando sea posible.

Integridad: Nosotros tratamos a toda la gente y toda la propiedad con sinceridad y respeto y nos dedicamos a tener buenas relaciones con todos los empleados y clientes.

Calidad: Estamos entusiastamente comprometidos a proporcionar el mejor servicio y el más alto nivel de ejecución y también a proporcionar el mejor producto de la mejor calidad.

Responsabilidad: Nosotros con gusto aceptamos la responsabilidad por nuestras acciones.

Actitud: Nosotros mantenemos un modo cierto y positivo sobre los clientes y nuestros empleados y también nos esforzamos por mejorar en un modo progresivo en nuestro trabajo.

Valores Basicos de BCS

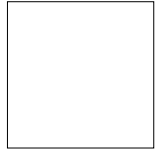
The ICEBreaker



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Only Your Product Gets an Icy Reception



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