



## MAINE LOBSTERMEN'S ASSOCIATION UPDATE

### STEAMING AHEAD

#### Maine Lobstermen's Association

Advocating for responsible resource management and prosperity for Maine's commercial lobstermen since 1954.

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**Board of directors' meeting schedule**  
All meetings take place at Darby's Restaurant, Belfast.

July 9, 5 p.m.  
No August meeting  
Sept. 3, 5 p.m.  
Oct. 1, 5 p.m.  
Nov. 5, 5 p.m.  
Dec 2, 5 p.m.

Lobstermen drive our local coastal economies. So when the lobster industry is in trouble, people want to help. Maine's Legislature certainly wanted to help this year, as witnessed by a flurry of legislative bills brought forward.

This session was a momentous one and it made for an extremely long winter. With many freshman legislators and new chairmen on the Marine Resources Committee, the MLA machine was in full swing this session. Fortunately, where our marine resources are concerned, the Legislature leaves partisan politics behind to work on solving issues and keeping our fishermen working.

The two bills of most consequence to our industry this session were the dragging for lobster bill (LD 1097) and the marketing bill (LD 486). The MLA worked hard to represent our industry: to preserve our conservation and stewardship practices by fighting the dragger-caught lobster bill and to position our industry for a more profitable future by supporting a strong investment in marketing to build demand for Maine lobster.

It is important to remember that the MLA is represented by a Board of Directors comprised of 23 hard-working commercial lobstermen. They are elected at the annual meeting in March. If you want a voice in the MLA, you must hold a commercial lobster license and you must pay your membership dues. The board, elected by our members, governs the MLA. Their job is to be in touch with local members and ensure that MLA's policy decisions are in the best interest of the industry. As members, your job is to stay informed and make sure that your views are heard. My job is to provide information and facilitate this process. Make no mistake, the MLA is "by the fishermen, for the fishermen."

The MLA has been representing Maine lobstermen for nearly 60 years. Over the years we have successfully fought against allowing draggers to land lobster in Maine, and this year was no different. To prepare for the fight, the MLA sent postcards to members urging you to engage on this seminal issue. We coordinated with lobster scientists to ensure that the Legislature was presented with the facts on the impacts of dragging for lobster. The MLA and others went to Augusta to testify before the committee, where we were surprised by find nearly equal numbers of people speaking on behalf of the groundfishing industry!

Taking nothing for granted, the MLA then reached out through the Board and members to make sure that lobstermen were sending a strong message to elected officials that landing dragger-caught lobsters would be bad for Maine. MLA met with Governor LePage and the federal delegation in Washington, DC. We wrote editorials and did press interviews. We made sure that the views of the state's lobstermen were heard loud and clear. The result: the bill was defeated.

As offensive as the idea of landing dragger-caught lobster in Maine is, it is one of the few issues that bring Maine lobstermen together. Whether the message is being delivered through the associations, the zone councils, the union, or by individual lobstermen, it was the same point. It was because the lobster industry was united that the dragger-caught lobster bill was resoundingly defeated. The MLA was proud to play a huge role in facilitating that outcome.

Our work becomes much harder when lobstermen don't agree, which brings us to the marketing bill. Given the amount of controversy this bill generated, it is hard to believe that this was one of the most well-vetted proposals ever brought to the Legislature. The marketing bill was an industry initiative, created by lobstermen through the Lobster Advisory Council (LAC). The LAC hired a marketing consultant to ensure that its recommendations would make a difference to lobstermen; the goal of the resulting proposal was to raise boat price by building demand for Maine lobster.

The LAC subcommittee worked diligently over a six month period, culminating in a series of three outreach meetings where it got constructive feedback and found support for its findings. These meetings then were followed by 16 public meetings held by the DMR which included discussion of

the industry's investment in marketing. Nearly 1,500 lobstermen attended these meetings, and nearly all expressed support for increasing our marketing investment. The MLA provided month by month updates and information on the evolution of this process in nearly every issue of the paper in 2012.

The MLA strongly supported the bill, LD 486, viewing it as a starting point for the next phase of discussion with the Legislature. We had heard loud and clear from our members that what we are doing now is NOT working. Maine's lobster landings have more than quadrupled since the state first started investing in marketing in the early 1990's while the amount invested has remained unchanged. Certainly it is risky to propose an eight-fold increase in funding to raise \$3 million. But the bill included safeguards that the industry asked for: more representation on the marketing board, more accountability back to the industry on marketing activities, and absolute accountability that the marketing organization will be effective or it will be erased after five years. Given record landings and the vulnerable state of our industry, the MLA believed that the best strategy for Maine lobstermen was to invest in building demand.

From the beginning the Marine Resources Committee struggled with the \$3 million price tag. They understood the need to invest at a significant level in order to make a difference, but they grappled with the reality of raising those funds from the industry.

The Committee's diligence in exploring all options to ensure that the funding mechanism was as fair as possible was understandable. But the resulting over-emphasis on the proportion of the budget that harvesters would pay versus dealers and processors only hurt us in the end. Like it or not, the lobster industry is comprised of 5,000 harvesters, and less than 400 dealers and processors. Together, the parts of the Maine lobster industry must fund the marketing effort. Drawing lines between dealers and harvesters and the resulting "us versus them" approach made it impossible to fully fund the program.

The MLA believes that lobstermen have the most to gain from improved marketing of Maine lobster. Of course, the dealers and processors will reap significant benefit from an effective marketing plan, but their businesses will be fine without it. They have a greater ability to recoup costs through the price of the lobster at the dock or from the next buyer in the supply chain. Lobstermen do not.

Lobstermen will only benefit if the boat price goes up or the cost of doing business goes down. The more funding burden put on the dealer side, the more likely they will just pass it back down to the harvester.

In the end, the Committee strongly supported the marketing initiative, funding it at \$2.25 million in an effort to ensure that the fees are not too onerous for any individual business. The cynic in me says these months of discussion on the funding formula did nothing more than rearrange the chairs on the *Titanic* and slash \$775,000 from an investment in our future. The optimist in me recognizes that the lobster industry just took a giant step forward by reorganizing its marketing entity, adding much-needed accountability and increasing our marketing investment by nearly six-fold, finally putting us in a position to affect demand. As Representative Kruger aptly commented, "Don't let the perfect stand in the way of the good."

The issues put forward in Augusta this year will have far-reaching impacts on the industry. It takes a huge amount of work to represent fishermen and it is often not a whole lot of fun. Tracking bills, attending hearings and work sessions and submitting comments is a major undertaking. I can tell you with great confidence that the MLA's presence in Augusta, and your input as MLA members, made a huge difference.

As always, stay safe on the water.

Patrice



# MAINE LOBSTERMEN'S ASSOCIATION UPDATE

## MAINE LOBSTER SUSTAINABILITY PROMOTED

Maine Lobster has been awarded Marine Stewardship Council's (MSC) Certification of Sustainability. The Fund for Sustainable Maine Lobster has developed a video to bring viewers out fishing with MLA Directors Bob Baines and Gerry Cushman who discuss Maine's sustainable lobster fishing practices.



A still from the video which was filmed by Joe Carter and produced by Cailin Hathaway for the Fund for the Advancement of Sustainable Maine Lobster. FASML photo.

The video's introduction reads, "After six years of research and assessment, we are proud to announce that the Maine lobster trap fishery has been awarded MSC Certification of Sustainability. This comes after more than a century of hard work and responsible fishing by Maine lobstermen to ensure that there will be a sustainable Maine Lobster Stock for generations to come." View the video at [www.youtube.com/watch?v=7R2aGTipSCK](http://www.youtube.com/watch?v=7R2aGTipSCK).

## NEW MLA OFFICE!

The MLA has moved to a new space in Kennebunk. The MLA had been sharing space with a local business which relocated to expand into a new space. The MLA is now located at 203 Lafayette Center in Kennebunk,



and is sharing space with its non-profit sister organization, the Maine Lobstermen's Community Alliance. MLA's phone and email remain the same.

## STATOIL OFFSHORE WIND PROJECT

MLA's director Patrice McCarron and education coordinator Annie Tselikis met with staff from Statoil regarding plans to develop a pilot offshore wind project. MLA met with Statoil's stakeholder manager, Anita Holgersen, project manager, Kristin

Aamodt, consultant, Elizabeth Swain and fisheries research advisor, Laura Taylor Singer. Statoil has contracted with Singer to gather fisheries information and to work with the fishing community to assist Statoil in making the best decision on where to locate four turbines.

Statoil has also hired Larry Knapp to serve as their Fisheries Liaison Officer. Larry is a former fisherman, assistant harbormaster in Boothbay, and Chair of the Zone E Lobster Management Council. Larry's role is to serve as a neutral liaison to engage the fisheries community in an open dialogue about the project and to ensure Statoil understands all concerns when designing the final site parameters.

Statoil is currently seeking input from the fishing industry by early June to help them narrow the project area down from 22 square miles to approximately 4 square miles. If you have questions about the project or information about how this area is used, contact Larry Knapp at 751-5449 or [lwknapp@yahoo.com](mailto:lwknapp@yahoo.com) or Laura Taylor Singer at 838-1031 or [lsinger@maine.rr.com](mailto:lsinger@maine.rr.com).

## TAA PROGRAM NEARING CRITICAL DEADLINES

The TAA program is winding down. Participants who have not yet completed their twelve hours of training have until July 23 to finish all necessary workshops and Initial Business Plan. By August 23, participants must have their Long Term Business Plans approved and ready to submit. These are hard deadlines with no excep-

tion. We have just concluded the final round of in-person trainings, but courses are available online anytime. Those who still wish to take advantage of the opportunities provided should call the MLA office at 967-4555 to make arrangements to complete the program.

## LEGISLATIVE ROUNDUP

The 126th Legislature is winding down. As of May 24, most committees have completed work on their bills, though many have not been reported out of committee or been voted on by the full House and Senate. The law requires the Legislature to adjourn by June 19, 2013.

Only two bills relevant to the lobster industry have received approval from the full Legislature. Early in the session, the Legislature appointed Rep. Walter A. Kumiega III of Deer Isle to the Atlantic State Marine Fisheries Commission (ASMFC). A landmark bill, LD 72, became law on April 23, allowing for unconstrained passage of river herring on the St. Croix River beginning May 1.

Many bills affecting the lobster industry have been supported by the Marine Resources Committee, but have not yet been considered by the full Legislature. The Marine Resources Committee unanimously supported LD 182 to make a General Fund appropriation of \$1,000,000 in fiscal year 2013-14 to increase the marketing and promotion of Maine lobster in state, regional, national and international markets. Sponsored by Rep. Evangelos of Friendship, this

bill received strong approval in the House and Senate. However, the bill must go before the Appropriations Committee and compete with other funding measures for inclusion in the final budget. Similarly, the Marine Resources Committee supported LD 939 in support of a \$3,500,000 bond for the purchase of sixteen federal groundfishing permits to support Maine's groundfish industry. This bill must also receive approval from Appropriations.

The marketing bill, LD 486, was the subject of much deliberation by the Marine Resources Committee. An amended bill with a reduced budget received support from the majority of the Committee with three members voting against it. Amendments to the original bill include: 1) renaming the marketing organization the Maine Lobster Marketing Collaborative; 2) establishing a new board comprised of 11 members to include four harvesters (nominated by zones and appointed by DMR Commissioner), three dealers/processors, two public (nominated by LAC, appointed by DMR Commissioner) and two ex-officio members (Commissioner of DMR and DECD); 3) the DMR Commissioner will appoint the board to serve during the transition period from 2013 through 2018; 4) the budget was reduced from \$3 million to ~\$2.3 million in years three through five. The budget will be funded in this manner -- lobstermen Class I pay \$165, Class II, \$330, Class III, \$480 and wholesale fees will be applied to processors, ranging from \$1,200 to \$3,000 with processors who process less than 1 million pounds will pay an additional

*Continued on page 14*

### Breakdown of LD 486 budget revenues

Source: DMR

LICENSE TYPE	# LICENSES	YEAR 1	YEAR 2	YEAR 3	YEAR 3 TOTAL \$
CLASS I	1,375	55	110	165	226,875
CLASS II	2,367	110	220	330	781,110
CLASS II OVER 70	245	55	110	165	40,425
CLASS III	970	160	320	480	465,600
CLASS III OVER 70	62	80	160	240	14,880
NON-RESIDENT LANDINGS PERMIT	8	425	850	1,275	10,200
					1,539,090
WHOLESALE FEES	# LICENSES	YEAR 1	YEAR 2	YEAR 3	YEAR 3 TOTAL \$
WL WITH LOBSTER	143	400	800	1,200	171,600
LOBSTER TRANSPORTATION (95 OF 109 ALSO HAVE WL W/ LOBSTER)	14	400	800	1,200	16,800
TOTAL # SUPPLEMENTALS (WLS AND/OR LTS): 1-2	104	600	1,200	1,800	187,200
TOTAL # SUPPLEMENTALS (WLS AND/OR LTS): 3-5	68	800	1,600	2,400	163,200
TOTAL # SUPPLEMENTALS (WLS AND/OR LTS): 6 OR MORE	48	1,000	2,000	3,000	144,000
PROCESSOR TIER 1 CHARGE (> 1M #)	9	1,334	2,667	4,000	36,000
PROCESSOR TIER 2 CHARGE (< 1M #)	7	334	667	1,000	7,000
					725,800
*LICENSEHOLDERS PAY ONLY ONE WHOLESALE FEE. PROCESSING SURCHARGES ARE ADDITIONAL/STACKED.					\$2,264,890



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MLA update continued from page 11

fee of \$1,000; those who process more will pay an additional \$4,000. Several key provisions from the original bill remain including that the Collaborative must 1) present a three-year marketing plan and detailed work plan to the Marine Resources Committee by January, 2014; 2) report annually to the Marine Resources Committee, LAC and the industry through a statewide meeting of license holders; 3) provide a third party audit with the results of the Collaborative's programs and activities to the Marine Resources Committee by January, 2018; 4) sunset in October, 2018, unless renewed by the Legislature following the results of the audit. The minority report was in support of a \$3 million budget, split equally between harvesters and dealer/processors.

In other matters, Swans Island lobstermen did an outstanding job gaining the Committee's support of LD 1020 to establish the Swans Island Lobster Conservation Area in law and increase the trap limit to 550.

The Marine Resources Committee supported an amended LD 482 to improve the quality of data used to manage Maine's fisheries. The bill's provisions include changes to current reporting requirements of the DMR landings program. The Committee also supported an amended LD 811 to provide guidance for the development of state fisheries management plans. This bill will establish general requirements for the development of fisheries management plans to include objectives, management goals and scientific requirements.

Three bills came forward at the very end of the session. LD 1448 proposed to allow licenses issued by DMR to those in active military service to be reactivated within 30 days of the holder's release from active duty, regardless of the amount of time in the service. The Committee supported an amended bill by extending the existing military exemption from six to ten years; extending the amount of time a student is eligible for a student license by the length of service of up to ten years. This military exemption applies to all limited entry fisheries. LD 1544 was introduced as an emergency measure by the Governor's office to expand the authority of the lobster zone councils to allow councils to set exit ratios based on tags or licenses. It also creates a temporary medical allowance so that a lobsterman who is unable to fish due to a temporary medical condition documented by a physician may apply to the Commissioner to allow his child or spouse who has completed the apprentice program to operate under the license for a limited duration of up to one year. This bill was supported, but the temporary medical waiver was amended to require the lobsterman applying to have landed at least 1,000 pounds in the previous year. Sen. Haskell of Portland introduced

LD 1549 as a compromise bill in an attempt to help keep dragger vessels in Maine. LD 1549 proposed to allow Maine registered groundfish vessels fishing in offshore lobster management Area 3 to possess lobsters for sale in states other than Maine. The Marine Resources Committee was split on this bill with seven in favor, six against, and will issue a divided report.

The Environment and Natural Resources Committee supported an amended LD 470 to define working waterfronts and working waterfront land for the purpose of exempting working waterfront activities from certain provisions under the Natural Resources Protection Act and provide flexibility under the mandatory shoreland zoning laws.

Several budget bills were still awaiting consideration by the Appropriations Committee in late May:

*LD 182, An Act To Support the Maine Lobster Industry (\$1million for lobster marketing)*

*LD 939, An Act To Restore Maine's Groundfish Industry (\$3.5 million for groundfish permits)*

*LD 273, An Act Authorizing a General Fund Bond Issue To Fund the Dredging of Casco Bay and the Expansion of the Portland Fish Exchange*

*LD 378, An Act To Authorize a General Fund Bond Issue To Complete Renovations of a Pier at the Gulf of Maine Research Institute*

*LD 1101, An Act To Authorize a General Fund Bond Issue To Support Waterfront Development.*

### DMR RULEMAKING

#### Lobster/Crab Bait Draft Regulation

In 2012, the Maine Legislature passed *LD 1609, An Act To Ensure the Safety of Bait Used in Maine's Fishery*, that requires the DMR to evaluate the baits used in the lobster/crab fishery for the risks they may pose to the marine environment. The law stems from concerns that some of the non-traditional lobster/crab baits could potentially introduce diseases and pests into Maine's coastal waters.

The proposed regulation would enact a mandatory review of all lobster and crab baits to prevent the introduction of contagious pathogens, pests, parasites, or invasive species into Maine waters.

Dealers may only sell baits that have been reviewed by the DMR. Dealers are prohibited from selling any bait source that has not been reviewed or has been categorized as "prohibited" by the DMR. The regulation would not become effective until the DMR has completed its initial review of existing bait sources. Dealers would not be prohibited from selling existing marine baits during the initial review. Freshwater bait sources that

have not been previously reviewed remain prohibited until they are reviewed.

An individual would apply for the review of a bait source on forms supplied by the Commissioner. The DMR would provide a written response within 60 days whether the bait will be placed on the "approved" freshwater list or "prohibited" marine list. A freshwater organism that has been reviewed and not listed as "approved" is prohibited as bait. A marine organism that has been listed as "prohibited" is also prohibited as bait. The proposed regulation also allows applicants to petition the DMR when a bait has been prohibited. The DMR website will be updated with lists of prohibited and approved bait sources.

The DMR would be required to conduct an annual review of lobster and crab bait sources to update the "prohibited" and "approved" lists as conditions change or new information becomes available.

Finally, the proposed change would require lobster and crab bait dealers to obtain a free endorsement on their wholesale dealer license. Lobster/crab bait dealers are required to annually provide the Department with a list of baits sold the previous year and baits they anticipate selling the following year. Dealers are not restricted to sell only species on their anticipated lists and may sell any approved bait. The endorsement and bait lists will allow the Department to keep track of lobster/crab bait use.

Two public hearings have been scheduled:

June 10, 4 p.m., Lincoln County 911 Communications Center, Wiscasset;

June 13, 4 p.m., Ellsworth City Hall (Auditorium), Ellsworth.

Deadline for comments is June 24. Send written comments to K. Rousseau, Maine DMR, 21 State House Station, Augusta, ME 04333 or email to [dmr.rulemaking@maine.gov](mailto:dmr.rulemaking@maine.gov).

### MLA DIRECTORS' MEETING

May 7, Belfast, Maine -- Kristan Porter updated the Board on his recent trip to Australia organized and funded by the Consortium for Wildlife Bycatch Reduction at the New England Aquarium. The trip grew out of MLA's work with the Consortium to find operationally feasible solutions to reducing the risk of Maine lobster gear to whales. Kristan went to Western Australia (WA) to gain an understanding of how the WA fishery interacts with large whales and explore the concept of stiff rope as a potential gear modification. Scientists have hypothesized that ropes in downeast Maine possibly cause less of a risk to whales because they are "stiff" under the tension of tides and bottom currents. The WA lobster

fishery fishes a tightly laid vertical line in their fishery and use a hydraulic coiler to manage it on deck. While he was there, Kristan had the opportunity to experience fishing in two different spiny lobster fisheries on the east and west coasts.

The MLA Board discussed the status of bills in the Legislature. There was much discussion about the marketing bill (LD 486). Patrice McCarron noted that the committee unanimously supported an amended bill in late April which lowered the harvester contribution. The MLA Board reiterated its support to improve the lobster industry's marketing capacity, especially during this time of record landings.

The MLA Directors had a long discussion on the outreach strategy for the quality and handling program that the MLA's sister organization, the Maine Lobstermen's Community Alliance, will conduct during the fishing season. The training program will begin in June and run throughout the summer and fall.

### ATLANTIC STATES MARINE FISHERIES COMMISSION MEETING ROUNDUP

#### Atlantic Herring Section

May 23, Alexandria, VA -- ASMFC's Atlantic Herring Section approved Draft Addendum VI to the Interstate Fishery Management Plan (FMP) for Atlantic Herring for public comment. The Draft Addendum proposes several changes to the management program, including (1) seasonal splitting of the annual catch limit sub-components (sub-ACLs) for Areas 1B, 2, and 3 in addition to Area 1A allowed under the current FMP; (2) to allow for up to 10% of unused sub-ACL for all management areas to carry over from one year to the next or from one season to the next within the same fishing year; (3) the establishment of triggers to initiate the closing of directed fisheries, (a) in a management area when 92% of a sub-ACL is projected to be reached and (b) stock-wide when 95% of the ACL is projected to be reached. A 2,000 pound bycatch allowance would continue after directed fisheries are closed; (4) a research set-aside of up to 3% of the sub-ACLs, and (5) using the annual specification process to set triggers and research set-aside.

Draft Addendum VI was initiated to establish consistent tools for all four management areas for Atlantic herring and to complement the New England Fishery Management Council's Framework 2. States may be conducting public hearings on Draft Addendum VI. Public comment will be accepted until July 12, 2013 and should be forwarded to Melissa Yuen, Fishery Management Plan Coordinator, 1050 N. Highland St., Suite 200 A-N, Arlington, VA 22201; [Continued on page 15](mailto:Continued on page 15)

703.842.0741 (fax) or via email at myuen@asmfc.org.

### **American Lobster Board**

May 23, Alexandria, VA -- The ASM-FC American Lobster Management Board approved Addendum XX to Amendment 3 to the Interstate Fishery Management Plan for American Lobster. The Addendum formalizes measures outlined in an agreement between the offshore lobster fishery and groundfish sector trawl fishermen for bottom sharing in Closed Area II of Georges Bank in order to prevent gear conflicts and to protect large concentrations of egg bearing females. The agreement specifies certain times of year when lobster trap gear and sector trawl fishermen may fish in (or not fish in) certain portions of Closed Area II.

The Board also approved Draft Addendum XXI for public comment. The Draft Addendum proposes changes to the transferability program for Lobster Conservation Management Areas (LCMAs) 2 and 3. These changes are designed to allow for flexibility in the movement of traps as the consolidation program for LCMAs 2

and 3 occur to address latent effort (unfished allocation) are implemented. The proposed measures are also intended to provide a mechanism for industry to maintain a profitable fishery as trap reductions occur.

The Draft Addendum is the second in a series of addenda that respond to the depleted condition of the Southern New England (SNE) lobster resource by scaling the capacity of the SNE fishery to the size the SNE resource. Since the scope of the SNE resource encompasses all or part of six of the seven LCMAs established by Amendment 3, additional addenda will be developed to address effort reductions in the remaining LCMAs (4, 5, and 6).

### **Atlantic Menhaden Board**

May 22, Alexandria, VA -- The Atlantic Menhaden Board approved an episodic event pilot program for 2013 for use of the 1% total allowable catch set aside by the New England States (ME, NH, MA, RI, CT). To participate in the pilot program, the New England states must resubmit implementation plans by July 1, 2013, demonstrating their state meets the man-

datory provisions of timely reporting and effort controls, specific to the pilot program. The New England states must continue to monitor their fisheries to determine if an episodic event has occurred before harvesting from the set aside. The episodic event program will be formalized through a technical addendum. The Board will review and evaluate the program at the Annual Meeting.

The Atlantic Menhaden Board also approved state implementation plans for Amendment 2. For 2013, the Board approved requests by ME, MA, RI, NY, MD, PRFC, VA and NC to allow daily bycatch landings of up to 12,000 pounds on one vessel if two licensed individuals are on board the vessel.

The Technical Committee (TC) updated the Board on the progress of the benchmark stock assessment scheduled for peer review in 2014. The TC felt it necessary to begin preliminary data gathering and analyses in 2013. These meetings have also included preliminary discussions about potential alternative modeling approaches. Finally, the Board approved the benchmark stock assessment terms of reference.



## MLA SELECT BUSINESS MEMBERS *Show your support for these businesses!*

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### GIFTS

Maine Camp Outfitters  
300 Sunset Rd  
Sunset, ME 04683 800-560-6090  
andy@maine-camp.com  
www.maine-promotional.com  
*10% off all apparel and promotional product orders.*

### HYDRAULICS

Coastal Hydraulics Inc  
PO Box 2832  
Seabrook, NH 03874 603-474-1914  
sales@coastalhyd.com  
*10% discount on all in-stock items for MLA members.*

Hews Company LLC  
190 Rumery St.  
South Portland, ME 04106  
207-767-2136/800-234-4397  
info@hewscos.com www.hewscos.com  
*10% off hydraulic components and Cable Craft cables in 2013.*

### INSURANCE

Allen Insurance and Financial  
PO Box 578  
Camden, ME 04847  
207-236-4311  
cguptill@allenfg.com  
www.alleninsuranceandfinancial.com

Rock E. Green - Independent Aflac Agent  
345 Saco St. Unit 2  
Westbrook, ME 04092  
207-887-4134  
regreen@gmail.com  
*One-third off regular policy rates for MLA members.*

Smithwick & Mariners Insurance  
366 US Route 1  
Falmouth, ME 04105  
207-781-5553/800-370-1883  
scott@smithwick-ins.com  
www.smithwick-ins.com  
*Discounted vessel insurance for MLA members. Additional 5% discount with proof of completing a C.G.- approved Fishing Vessel Drill Conductor course within the last 5 years.*

### LEGAL SERVICES

Nicholas H Walsh PA  
PO Box 7206  
Portland, ME 04112  
207-772-2191  
nwalsh@gwi.net  
www.nicholas-walsh.com  
*5% off legal services.*

Scott Logan Law  
75 Pearl St.  
Portland, ME 04101  
207-699-1314  
scott@southernmainebankruptcy.com  
*20% discount on foreclosure defense & bankruptcy legal fees.*

### LOBSTER/SEAFOOD/WHOLESALE/ RETAIL

Canobie Seafoods, Inc  
1077 Bar Harbor Rd.  
Trenton, ME 04605  
207-667-2250  
rpdokane@yahoo.com

Cozy Harbor Seafood Inc  
PO Box 389  
Portland, ME 04112  
207-879-2665  
jnorton@cozyharbor.com  
www.cozyharbor.com

Craig's All Natural LLC  
25 Winecellar Rd.  
Durham, NH 03824  
630-397-5331  
craig@craigsallnatural.com  
www.craigsallnatural.com  
*10% discount on all Victorinox Cutlery.*

Cranberry Isles Fishermens Coop  
PO Box 258  
Islesford, ME 04646  
207-244-5438  
cranberrycoop@gmail.com

Fishermens Heritage Lobster Coop  
PO Box 359  
Friendship, ME 04547  
207-832-6378  
fishermensheritage@yahoo.com

Holden Seafood Corporation  
93 E 7th Street  
New York, NY 10009  
212-387-8487  
lukeslobster@gmail.com  
www.lukeslobster.com

Open Ocean Trading LLC  
30 Western Ave, Suite 206  
Gloucester, MA 01930  
978-515-7683  
info@openoceantrading.com  
www.openoceantrading.com

Orion Seafood International  
20 Ladd Street, 3rd Floor  
Portsmouth, NH 03801  
603-433-2220  
info@orionseafood.com  
www.orionseafood.com

Rome Packing Co., Inc.  
2266 Pawtucket Ave.  
East Providence, RI 02914  
401-228-7170/800-985-7663  
adam@romepacking.com  
www.romepacking.com

Spruce Head Fishermen's Coop  
275 Island Rd  
South Thomaston, ME 04858  
207-594-8029  
shfcoop@gmail.com

Swans Island Fishermens Coop  
PO Box 116  
Swans Island, ME 04685  
207-526-4327  
sicoop@tds.net

Weathervane Seafoods Inc  
31 Badgers Island West  
Kittery, ME 03904  
207-439-0920  
jsharp@weathervaneseafoods.com  
www.weathervaneseafoods.com  
*10% off all shipping (mail orders) & retail orders.*

Winter Harbor Fishermen's Coop  
23 Pedleton Rd.  
Winter Harbor, ME 04693  
207-963-5857  
info@winterharborlobster.com  
*10% off fresh picked lobster meat.*

### MARINE ENGINES

Cummins Northeast Inc.  
George Menezes  
10 Gibson Rd.  
Scarborough, ME 04074  
207-510-2247  
george.menezes@cummins.com  
www.cumminsnortheast.com

Milton Cat  
16 Pleasant Hill Rd.  
Scarborough, ME 04070  
207-833-9586  
stewart\_tuttle@miltoncat.com  
www.miltoncat.com

### PROPELLERS

Accutech Marine Propeller, Inc.  
24 Crosby Rd, Unit 6  
Dover, NH 03820  
603-617-3626  
larry@accutechmarine.com  
www.accutechmarine.com  
*20% off propeller repair. Discounts vary by manufacturer for new propellers, shafting and other hardware.*

### REFRIGERATION SERVICES

Applied Refrigeration Services  
7C Commons Ave.  
Windham, ME 04062  
207-893-0145  
info@appliedrefrigeration.com  
www.appliedrefrigeration.com  
*\$250 off new installations.*

### RESTAURANTS

Barnacle Billys Inc.  
PO Box 837  
Ogunquit, ME 03907  
207-646-5575  
billy@barnbilly.com  
www.barnbilly.com

Newick's Hospitality Group, Inc.  
431 Dover Point Rd.  
Dover, NH 03820  
603-742-3205  
controller@newicks.com  
www.newicks.com

The Clam Shack  
PO Box 6200  
Kennebunkport, ME 04046  
207-967-3321  
steve@theclamshack.net  
www.theclamshack.net

### SAFETY TRAINING

McMillan Offshore Survival Training  
PO Box 411  
Belfast, ME 04915  
207-338-1603  
jmcmillan@mcmillanoffshore.com  
www.mcmillanoffshore.com  
*10% discount on USCG Drill Conductor training.*

### TRAP BUILDERS/STOCK SUPPLIES

Brooks Trap Mill  
211 Beechwood St  
Thomaston, ME 04861  
207-354-8763  
stephen@brookstrapmill.com  
www.brookstrapmill.com

Friendship Trap Company  
570 Cushing Rd.  
Friendship, ME 04547  
207-354-2545/800-451-1200  
MikeW@friendshiptrap.com  
www.friendshiptrap.com  
*5% off list price on traps purchased at the Friendship store.*

Sea Rose Trap Co.  
137 Pleasant Hill Rd.  
Scarborough, ME 04074  
207-730-2063  
searosetrap@gmail.com  
www.searosetrap.com  
*5% off trap list price.*