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ANNEX TO THE  
**WORLDWIDE FISHERIES  
MARKETING STUDY:**  
PROSPECTS TO 1985

SOUTH AFRICA

Industry Trade  
and Commerce  
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Government  
of Canada

Gouvernement  
du Canada

Fisheries  
and Oceans

Pêches  
et Océans

(This report is one of a series of country and species annexes to the main study - entitled the Overview).

D R A F T

Annex to the  
Worldwide Fisheries Marketing Study:  
Prospects to 1985

SOUTH AFRICA

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The views expressed in this Study, however, are ours alone and reflect the Canadian perception of worldwide markets.

With regard to the overall Study, we would like to acknowledge:

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## FOREWORD

As a consequence of global extension of fisheries jurisdictions, a radical shift has taken place in the pattern of worldwide fish supply and demand. This change is still going on and will continue for many years before a new dynamic equilibrium situation is reached. However, in the midst of this re-adjustment, a new trade pattern is emerging -- some net exporting countries are now importing and vice versa. In the longer term, some countries will experience shortages of supply and others will have a surplus. Fortunately, Canada is amongst the latter group.

The implications for the marketing of Canadian fisheries products arising from the worldwide introduction of the 200-mile limit are extensive. With our vastly improved supply position relative to world demand, government and industry are understandably concerned about ensuring that the bright promise of increased market opportunities are real and can be fulfilled. One of the steps in this process is the publication of the Worldwide Fisheries Marketing Study which assesses the global potential on a country and species basis.

Specifically, the purpose of the Study is to identify the longer term market opportunities for selected traditional and non-traditional species in existing and prospective markets and to identify factors which may hinder or help Canadian fisheries trade in world markets. To date, over 40 country markets and 8 species groups have been analyzed. It should be noted that while the information contained in the Reports was up-to-date when collected, some information may now be dated given the speed with which changes are occurring in the marketplace. In this same vein, the market projections should be viewed with caution given the present and still evolving re-alignment in the pattern of international fisheries trade, keeping in mind the variability of key factors such as foreign exchange rates, energy costs, bilateral fisheries arrangements and GATT agreements which have a direct effect on trade flows.

Notwithstanding, the findings contained in these Reports represent an important consolidation of knowledge regarding market potential and implications for improvements in our existing marketing and production practices. The results of the Study should, therefore, usefully serve as a basis for planning fisheries development and marketing activities by both government and industry in order to capitalize on the identified market opportunities.

This draft report is published for discussion purposes and as such we invite your critical comments.

Ed Wong

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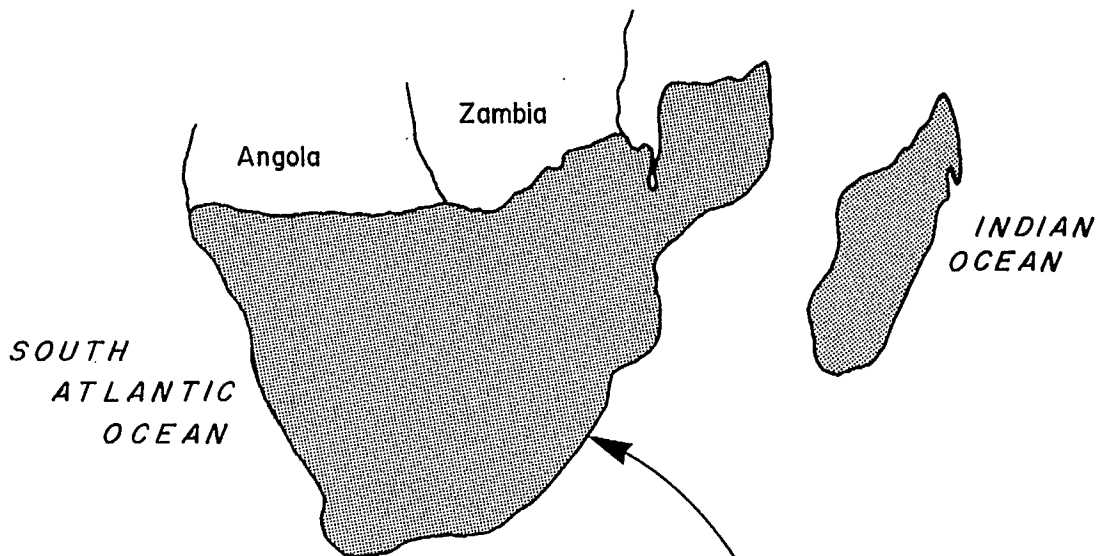
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SOUTH AFRICA

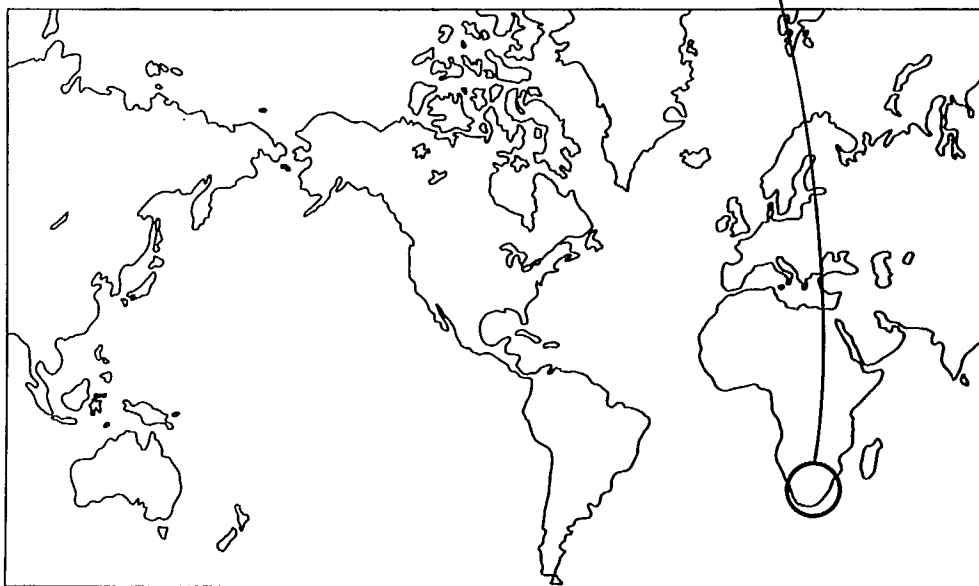
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# SOUTH AFRICA



INDEX MAP



## A. INTRODUCTION

The coastline of South Africa is 3 500 kilometres long and since 1 November 1977, a fishing zone of 200 miles has been maintained along its entirety. A 12 mile limit continues to apply along the Namibian (South West Africa) coast.

Total landings of 982 245 tonnes of fish were made at South African ports in 1976. South Africa ranked 15th by volume among fishing nations, which represented a considerable decline from 7th position in 1968 and 11th in 1975.

Before the establishment of the 200 mile limit, the world's largest hake fishery was being conducted off South Africa by fleets from eleven nations including Belgium, Japan and the USSR.

The South African government is currently following a strict conservationist policy and is an active member of three international fisheries control bodies.

With the rise in gold prices, South Africa's economy has started to boom. Real GNP growth was 8% in 1980. Property and automobile spending increased in 1980-81 and investment has been recovering. Gold reserves have soared to R4 billion. On October 1, 1980 1 Rand was worth C\$1.57. Gold sales were 22.6 million ounces and are a key item in export earnings. Other mineral sales are also doing well. Inflation however is on the upswing and was running at 22% in the last quarter of 1980. More progress is reported towards energy self sufficiency. Jobs reservation has virtually ended; agricultural forecasts are good; and the economy is forecast to grow at least 4-5% in the coming two years.

A combination of good luck - principally the soaring gold price - and good economic management appears to have launched South Africa into its current boom period. Valuable exports have led to a massive current account surplus of some R3 billion. Domestic inflationary pressures remain a problem, but may have peaked in late 1980. Imported oil prices have contributed to a more rapid trend, but the global oil surplus will moderate these effects in 1981-82 to not much over 10%. On this basis growth should continue strongly to 1982. The generally cautious approach shown by investors in recent years is likely to prevent the economy from moving ahead in the way almost any other would in these circumstances. Further demand management budgets can be expected to give continuing encouragement to investment and consumption. Public enterprises, especially in the energy sector, will press ahead with large capital programmes.



B. SUPPLY

a) Purse seine fishery

Until 1978 this multi-species shoal fishery was the most important branch of the South African fishing industry. However, during 1977 and 1978 this fishing industry declined due to a reduced abundance of pilchard in the waters near Walvis Bay. Economically, the pilchard is the most important fish caught by South African fishing fleets and is the mainstay of a highly advanced fish canning industry.

The total 1978 catch of 792 084 tonnes of pelagic shoal fish was valued at R26.9 million and three quarters of which was anchovy (Engraulis capensis), 7% pilchard (Sardinops ocellata), and an equal proportion of herring (Eutremus micropus) and just 1% of horse mackerel (Trachurus trachurus). The catch was processed into fishmeal (184 108 tonnes), fish body oil (46 606 tonnes), canned fish (15 760 tonnes), fish cutlets (385 tonnes), and bait (3 307 tonnes). These products had a combined wholesale value of R79.2 million. Today the fishery exports virtually no product as a result of the high local demand for fishmeal and a disastrous fall in the catch of fish used in canning. In fact, South Africa now imports pilchards from South America. Declining stocks, particularly of pilchard, in recent years have necessitated strict conservation measures. These include a split quota for pilchards and anchovies, closed seasons, overall quotas, limits on the number and reduction capacity of factories, and a limit on the number and hold capacity of fishing vessels. Major fishing grounds are now Walvis Bay, Walker Bay and up to 25 km offshore from St. Helene Bay.

The pelagic industry is well organized and is represented by three consultative bodies in matters such as production, marketing and labour relations. They are the South African Fish Cannery Association, the South African Fish Meal Producers' Association and the South African Fish Oil Producers' Association.

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\* Material in this Section is based on the South Africa Yearbook, 1979.

b) Trawl fisheries

Three major and thirty small companies landed 146 000 tonnes (representing a catch of 192 834 tonnes) in 1978. These landings were processed into products with an effective wholesale value of R108.8 million. It is obvious from these statistics that this fishery has superseded purse-seining as South Africa's most important fishery.

In 1978, 74% of the catch consisted of Cape hake (Merluccius capensis and Merluccius paradoxus). Some 17 other species were caught, listed in order of value the more important of which were sole (Austroglossus pectroalis and Austroglossus microlepis) 1.0%, horse mackerel (Trachurus trachurus) 8.2%, kingklip (Genypterus capensis) 2.3%, snoek (Thyrsites atun) 4.4%, anglerfish (Lophius piscatorius) 2.4% and panga (Pterogymus lanjaris) 1.5%.

This industry is the main source of round table fish for local consumption, most of which is traded in frozen form. The fishery also produces filleted, smoked, crumbed, sauced and canned commodities. Trawl fish offal was converted into 5 600 tonnes of white fish meal.

The interests of the industry are promoted by the South African Deep-Sea Trawling Industry Association.

Main trawling areas are off Cape Town, Luderitz, and on the Agulhas Bank in water depths of 180-730m up to about 140 km offshore. Inshore trawling, mainly for sole, is conducted in shallower waters up to 110m in depth along the south-east coast of South Africa and north of Walvis Bay.

Owing to massive catches made by a large international fishing fleet in the area, catch rates of hake and other species have declined alarmingly in recent years. Conservation measures include an internationally accepted minimum mesh-size of 110 millimetres in the cod ends of nets, which is enforced by international inspection of vessels at sea. Access to the fishery is also limited. The introduction of allocated catch quotas within an extended fisheries zone seems to have reversed the trend of recent years. Further regeneration of stocks can be expected especially in southern waters.

c) Rock-lobster fishery

This long-standing inshore trap fishery operates between Walvis Bay and Cape Town while the newly developed long-line trap fishery is conducted with much larger vessels and at greater depths off the south coast on the Agulhas Bank. A small rock lobster by-catch is taken in bottom trawls off the Natal coast.

The west coast fishery which exploits the Cape rock lobster (Jasus lalandii), in 1978 harvested 6 458 tonnes which yielded 1 661 tonnes of frozen tails, 1 124 tonnes of whole lobster and 352 tonnes of live rock lobster with a combined wholesale value of R30.5 million. South Coast lobster (Palinurus gilchristi) catches amounted to 1 863 tonnes, which were processed into 6 120 tonnes tails and about 345 tonnes whole frozen fish with a wholesale value of R9.7 million. About 68 tonnes of Natal rock lobster were landed in Durban. Total annual exports of rock lobster constitute about 80% of the catch. Most fish is sold to the United States and Europe, but exports to Japan are increasing rapidly.

Strict conservation measures include a catch quota, a minimum lobster size, closed seasons and areas, and limitations on the landing, transport and processing of lobster.

Marketing of lobster is channelled through the South African Rock Lobster Packers, which handles frozen tails and cooked products, and the Cape Lobster Exporters' Association, which handles other whole lobster.

d) Marine mammals

South Africa no longer conducts any whaling, although membership of the International Whaling Commission is being maintained. Sealing is conducted under carefully controlled conditions. During 1978, 73 390 Cape fur seals (Arctocephalus pusillus) were culled. The economic value of this activity has declined because a moratorium has been placed on the import of pelts into the US. The combined value of pelts, oil and meal was R1.25 million in 1978.

e) Other fisheries

Foreign long liners take substantial catches of tuna off Southern Africa. After a number of false starts, it is hoped that a viable domestic fishery will soon be established. Much tunny is taken through recreational fishing, making the recording of total catch difficult. Commercial catches during 1978 amounted to 512 tons valued at R0.51 million at the wholesale level.

The snoek (Thyrsites atun) is the principal catch in the handline fishery, although about half the catch of this fish was taken in deep-sea trawls. The catch of handlined snoek was 8 952 tonnes valued at R5.8 million at the quayside and R9.9 million at wholesale processed level.

Unlike snoek which are taken largely on the west coast, the balance of handlining tends to be concentrated on the south and eastern Cape Coast. The principal species taken are kob (Johnius hololepidotus), silverfish (Agyrozona agyrozona), Cape salmon (Atractoscion aequidens) and yellowtail (Seriola lalandii). The total commercial catch is estimated at 21 500 tonnes per annum (snoek excluded). The combined value of all commercially handlined fish was estimated at R17.2 million in 1978 at landing. The wholesale value of final products is assessed at R25.9 million. Considerable unrecoded catches are made by recreational anglers.

The Natal-based shrimp trawl fishery is recovering after a set-back due to exclusion from extended fishing zones. The catch, consisting mainly of pink prawns (Hymenopeneus spp.) and langoustines (Nephrops andamanica) amounted to 1 334 tonnes yielding products valued at R4.9 million in 1978.

Catches of abalone (Haliotis midae) are limited by quota and minimum size and yielded 181 tons packed meat in 1978 with a wholesale value of R2.3 million. These were collected by 64 divers mainly on the south-west Cape coast. Over 90% of the pack is exported mainly in cans (+ 9 800 cartons).

Mullet (Mugil cephalus) and yellowtail are caught with beach seine nets. The 1978 catch was estimated at 2 100 tonnes and valued at R0.878 million.

Oysters (Crassostrea margaritacea), white mussels (Donax serra) and redbait (Pyura stolonifera) are collected from the intertidal zone. In addition, steadily increasing quantities of oysters are being cultivated. A total of 183 tonnes of oysters were collected and 55 tonnes were grown in 1978. These oysters had a wholesale value of R0.241 million. Some 89 tonnes of bait valued at R89 000 in the form of redbait, white mussels, crab and octopus were collected. The deep-sea crab fishery is growing with landings of 1 472 tonnes which were processed into products having a combined wholesale value of R3.86 million.

Guano, produced by vast numbers of cormorants, gannets and penguins, is collected from a number of islands and artificial platforms along the coast. During 1978 a total of 4 616 tonnes valued at R0.76 million was produced, most of which was sold locally as agricultural fertilizer.

Five different types of seaweed yielded 2 700 tonnes of milled product valued at R0.72 million, all of which is exported for the manufacture of alginates in 1978.

f) Methods of sea fishing

The wide scope of the South African fishing industry demands many different fishing methods and techniques. These include purse-seining (pelagic industry), (trawling bottom and mid-water industry), ringnet and trap-fishing (rock lobster industry), handlines (various line-caught fish), long-lines (tuna), beach seines, set and stake nets (mulletts and other migratory coastal fish), clubbing (seals), diving (abalone) and collecting (oysters, mussels, seaweed, guano). Spotter planes are used to search for pelagic fish shoals. Larger fishing vessels use sophisticated fish-handling and electronic fish-finding equipment. In 1977 refrigerated sea-water vessels were used for the first time by the purse-seine industry.

g) Fishing fleet

The South African and SWA/Namibian fishing fleet consists of about 6 600 vessels (1977), all of which are licensed by the Department of Industries. These include 187 purse-seiners, 178 trawlers, 380 rock lobster-potters, 4 000

dinghies and various other motor boats. The tendency is towards larger vessels and during the past five years about 30 factory freezer-trawlers joined the fleet. The largest registered vessel is a factory trawler of 1 700 gross tonnes.

Purse seiners are mostly wooden-hulled vessels of about 80 gross tons with a hold capacity of 120 tonnes. The average wet-fish trawler is steel-hulled, 220 gross tonnes and has a hold capacity of 45 tonnes. Large freezer-trawlers which account for the major portion of trawl catches, average 1 000 gross tonnes with a hold capacity of around 350 tonnes.

TABLE 1

South Africa: Nominal catches by species - fish, crustaceans, molluscs, 1974-1978.

	1974	1975	1976	1977	1978
	TONNES				
Freshwater fishes NEI	100	100	100	100	100
West coast sole	985	552	189	295	886
East coast sole	611	762	1 040	808	1 034
Cape hakes	134 870	113 083	118 205	101 583	143 115
Lanternfish	316	87	132	5 650	866
Atlantic John Dory	130	569	654	1 191	1 617
Wreckfish	0	8	138	0	--
Silverfish (Carpenter)	38	172	58	73	85
Kob (Kabeljou)	812	1 072	446	1 022	953
Sargo breams	0	0	0	0	3
Panga	696	1 306	764	2 107	2 740
White stumpnose	30	61	32	6	12
Red stumpnose	10	4	6	6	12
White steenbras	9	64	29	268	219
Percoids NEI	--	--	--	--	3
Kingklip	3 616	3 858	3 885	2 760	4 344
Gobies NEI	--	--	--	--	62
Scorpionfishes NEI	368	547	765	747	451
Cape gurnard	320	295	417	515	539
Monk (Anglerfish)	3 927	4 193	5 114	5 345	4 589
Mulletts NEI	1 500	1 535	1 691	1 507	1 615
Cape horse mackerel	18 597	15 901	16 926	16 886	16 136
Cape yellowtail	855	723	809	488	702
Atlantic pomfret	265	371	637	681	635
South african pilchard	20 800	106 954	183 949	63 429	78 778
Red-eye round herring	724	13 027	7 704	34 971	52 458

TABLE 1 (Cont'd)

	1974	1975	1976	1977	1978
	TONNES				
Cape anchovy	344 289	215 628	212 545	243 874	243 570
Atlantic bonito	11	5	0	4	16
Skipjack tuna	67	1	0	40	90
Albacore	144	154	35	74	126
Southern bluefin tuna	2	0	--	--	--
Yellowfin tuna	56	18	6	167	281
Bigeye tuna	--	--	--	--	--
Tuna-like fishes NEI	--	--	--	--	--
Snoek (Barracouta)	9 721	10 619	16 273	18 724	17 162
Chub (Spanish) mackerel	30 670	69 344	748	21 339	40
Skates and rays NEI	144	296	840	736	1 282
Sharks, rays, skates, etc.	162	238	309	301	379
Marine fisheries NEI	11 681	19 731	9 466	10 298	10 706
Marine crabs NEI	0	0	0	0	0
Cape rock lobster	6 144	5 838	4 596	5 514	5 600
Natal spiny lobster	86	53	61	19	71
South coast spiny lobster	744	960	970	1 662	1 494
Natantian decapods NEI	1 687	1 831	1 217	1 100	882
Perlemoen abalone	970	1 078	1 037	736	799
Abalones NEI	0	0	0	0	0
Pacific cupped oyster	0	16	28	40	70
Cupped oysters NEI	188	160	168	156	133
Sea mussels NEI	9	9	9	12	14
Common squids	1 318	839	1 018	1 223	2 101
Octopuses NEI	5	8	8	52	545
Sea squiris NEI	9	19	20	17	13
Guano	3 417	4 298	4 116	2 107	4 616
Brown seaweeds -	44 760	45 448	43 025	54 363	25 737
Red seaweeds	2 040	179	181	89	170
Total	647 903	642 014	640 366	603 085	627 851

Source: FAO, Yearbook of Fishery Statistics, Rome, Italy, various volumes.



TABLE 2

South Africa: fish production by product

	(000 tonnes)				
	1974	1975	1976	1977	1978
Fish fresh, chilled or frozen	18.9	26.3	58.4	63.9	118.9
Fish fillets, frozen	--	--	9.3	14.3	17.5

Source: FAO, IBID.

C. SOUTH AFRICAN FISHERIES TRADE

As one of the world's largest fish producers, South Africa exports considerable quantities of fish. In 1978, exports exceeded 100 000 tonnes of fisheries products valued at R.85.6 million compared with imports of 22 700 tonnes valued at R.25.0 million (see Table 3). About 72% of the exports, by weight, were in the category of fresh, frozen or chilled fish (See Table 4).

Fisheries trade with Canada is small (See Tables 5 and 6). In 1979, South Africa bought from Canada approximately 156 tonnes of fisheries products valued at C \$ 641 000. The most valuable category was canned pink salmon, followed by frozen chum salmon and other frozen seafood.

In 1979, Canada purchased 25 tonnes of fisheries products from South Africa, valued at C \$ 210 000, over 88% by value of which was lobster.

TABLE 3  
South Africa: fisheries trade 1972-1978  
Total imports of seven fishery commodity groups

Unit	1972	1973	1974	1975	1976	1977	1978
tonnes	7 300	10 200	12 800	11 000	8 820	11 163	22 691
1 000 ZAR	5 562	11 565	14 742	12 331	12 867	15 544	24 968
1 000 USD	7 197	16 754	21 696	16 844	14 797	17 875	28 713
tonnes	203 200	211 600	230 100F	258 100F	218 900F	107 000F	103 000F
1 000 ZA	48 746	58 707	88 046	90 126	105 652	94 187	85 557
1 000 USD	63 077	84 362	129 604	123 112	121 500	108 315	98 390

The above statistics cover the quantities and values of annual imports and exports of seven principal fishery commodity groups, i.e.:

- a) Fish, fresh, chilled or frozen;
- b) Fish, dried, salted or smoked;
- c) Crustaceans and molluscs, fresh, frozen, dried, salted, etc.;
- d) Fish products and preparations, whether or not in airtight containers;
- e) Crustacean and mollusc products and preparations, whether or not in airtight containers;
- f) Oils and fats, crude or refined, of aquatic animal origin;
- g) Meals, solubles and similar feedingstuff, of aquatic animal origin.

Note: F means Estimated.

Source: FAO, IBID.

TABLE 4  
South Africa: International trade in fish; fresh, chilled and frozen, 1972-1978

	1972	1973	1974	1975	1976	1977	1978
<u>(i) Imports</u>							
Quantity:tonnes	600	1 000	3 100	2 400	1 937	925	1 676
Value: US\$000	454	913	2 155	2 179	2 102	1 525	2 133
<u>(ii) Exports</u>							
Quantity:tonnes	18 200	25 100	25 000F	27 800F	28 000F	44 000F	62 000F
Value: US\$000	8 449	12 851	12 260	13 670	11 754	18 244	25 638

Note: F means Estimate.

Source: FAO, IBID.

TABLE 5

Canadian fish exports to South Africa  
Quantities (Q) in tonnes, Values (V) C\$000

	1977		1978		1979	
	Q	V	Q	V	Q	V
Herring fresh whole or dried	--	--	--	--	4	9
Herring frozen whole or dried	--	--	--	--	1	1
Herring whole dr. pickled nes	--	--	--	--	16	32
Herring canned nes	11	21	1	2	--	--
Herring fillets frozen	11	8	--	--	--	--
Salmon Atlantic frozen whole or dried	--	--	3	13	1	10
Salmon Chum frozen, whole or dried	0	1	2	9	32	114
Salmon smoked	1	10	0	4	1	8
Salmon pink canned	94	302	158	562	35	163
Salmon sockeye canned	36	182	18	98	16	94
Salmon spring frozen whole or dried	2	15	1	13	--	--
Salmon coho canned	6	26	0	1	--	--
Salmon coho frozen whole or dried	1	6	--	--	--	--
Salmon frozen whole or dried nes	5	19	--	--	--	--
Salmon chum canned	1	3	--	--	--	--
Salmon canned nes	6	22	--	--	--	--
Seafish frozen whole or dr. nes	4	11	52	173	41	138
Seafish fillets frozen nes	--	--	--	--	2	33
Fish and fish products canned nes	--	--	6	10	1	5
Freshwater fish frozen whole dr. nes	1	4	4	4	2	4
Lobster in shell fresh or frozen	--	--	--	--	3	25
Shrimps & prawns fresh or frozen	--	--	4	43	1	5
Cod Atlantic frozen whole or dried	--	--	4	12	--	--
Cod fillets Atlantic frozen	--	--	1	4	--	--
Shellfish fresh or frozen nes	286	184	--	--	--	--

Source: Statistics Canada, Annual Statistical Review of Canadian Fisheries,  
1978 Volume II, Ottawa.

TABLE 6

Canadian fish imports from South Africa  
Quantities (Q) in tonnes, Values (V) C\$000

	1977		1978		1979	
	Q	V	Q	V	Q	V
Seafish fresh or frozen nes	1	1	2	6	--	--
Fish smoked	1	3	--	--	--	--
Fish & fish products canned nes	7	6	--	--	--	--
Shellfish fresh or frozen nes	10	9	--	--	--	--
Shrimps & prawns fresh or frozen	--	--	1	2	--	--
Shellfish and products nes	--	--	3	13	--	--
Fish & marine animal oil nes	--	--	1	1	--	--
Freshwater fish fresh or frozen nes	--	--	--	--	18	26
Lobster fresh or frozen	--	--	--	--	7	184

Source: Statistics Canada, Annual Statistical Review of Canadian Fisheries, 1978, Volume II, Ottawa.

D. CHANGES IN SOUTH AFRICAN FISH COMMODITY PRICES

Fish commodity prices on the domestic market rose during 1977 and 1978, affording some relief to an industry beset by escalating costs and lower production.

As a result of the fishing pattern and reduced quotas, 1978 cannery output at Walvis Bay dipped to an all-time low of 1.2 million cartons from the 1975 peak of 10.8 million cartons. It was just less than 4 million cartons in 1977. About 10% of the pack was pet food.

After a negligible pack of 1 258 cartons in 1976, South African cannery production improved to 113 000 cartons in 1977 and 105 000 cartons in 1978. About 60% of the production was pet food.

It was expected that during 1978 some 250 000 cartons of canned fish would be imported to help meet domestic demand. One problem was that supplies of suitable quality were difficult to obtain overseas, partly due to South African withdrawal of six to seven million cartons annually from world markets.

A small quantity of edible canned fish was exported in 1978 to satisfy certain long-standing commitments. About 70% of the pet food production was exported.

The fishing industry for many years had maintained that canned fish prices on the domestic market were unrealistically low. It was felt that an average 30% increase sanctioned by the government in May 1977 was entirely justified. Subsequent rises in October 1977 and May 1978 put prices at a more equitable level in relation to production costs and comparable food stuff prices. Moreover, there were no exports to subsidize the domestic consumer.

The post-May 1978 price level was lower than that in, for instance, the UK, and significantly lower than that of the canned fish which had been imported.

Although domestic returns on fish meal were allowed to rise, they were consistently lower than the net yield which producers obtained from export

sales. Having reached R200 a ton in 1974, domestic returns went to R204 in April 1976, R224 in March 1977, R258 in June 1977 and R291 in October 1977. The buyers' prices were somewhat higher than these figures because the government imposed a levy which varied between R4 and R14 per ton. The levy went into a protein emergency fund which would be used at the discretion of the Minister of Agriculture to cover any unforeseen shortages of feed compounders' raw material such as arising from drought. By mid 1978 the fund was understood to stand at about R2 million.

Compared with the 1977/78 domestic return of R291 per ton, 1978 export sales could have yielded R360 net to the producer after freight, insurance and all other costs.

Domestic prices of both canned fish and fish meal were indirectly controlled by the government. Trade prices of canned fish were submitted to the government for approval: fish meal prices were fixed through negotiations between the fishing industry, the feed compounders and the governments departments concerned. For both commodities, the fishing industry was obliged to satisfy local consumers before exporting. In the case of fish meal, only very small quantities were available for export. Canned fish marketing continued to be handled by Federal Marine.

The domestic price of fish body oil was fixed on a more realistic basis. It was linked to representative prices in Europe over six-month periods and averaged over the preceding 36 months. Between April 1976 and April 1978 it rose from R366.30 to R447.17 per ton delivered Johannesburg.

South African fish meal and fish body oil producers formed two marketing companies in 1978. They were known as the SA Fish Meal Marketing Co and the SA Fish Oil Marketing Co. They assumed the marketing functions previously undertaken by the producer associations.

Thus the low prices maintained in South Africa's domestic fish markets preclude easy access for Canadian exports. Because the government requires low-cost imports in great quantity it is unlikely that Canada could satisfy such needs. Canadian salmon is destined to the upper income market where pricing is less of a problem and growth depends on income and expectations of continued prosperity.

E. TRENDS IN SELECTED FISHING INDUSTRIES IN SOUTH AFRICA

1. Rock lobster industry

The major development in South Africa's rock lobster industry in recent years has been the move away from almost total dependence on the US as an outlet for production. Until 1976 nearly all rock lobster catches were packed in frozen tail form.

Exports of live and raw whole frozen rock lobster were made to Europe and, in 1978, to Japan. Six companies acquired quotas in 1964 for this export trade. Impetus to the export of raw and cooked whole frozen rock lobster came from Luderitz with the assistance of Wilbur Ellis and Blue Continent. These three quota holders, packing under a rationalisation scheme at Luderitz Bay Canning, produced six cartons of whole fish in 1975. In 1976, the quantity increased to 25 tons, in 1977 to 170 tons and 1978 to 500 tons. The 1978 pack of whole fish accounted for about half of the total catch, the equivalent of 369 908 kilograms tail mass.

Reconstruction of the Luderitz factory was underway in 1978 to increase whole fish production to between 1 000 and 1 200 tons a year, or about 95% of expected landings. Nearly all of it will be cooked to cater to Japanese preferences for bright red colour in the shell of cooked products.

An advantage enjoyed by Luderitz over fisheries on the South African west coast in the production of whole frozen rock lobster is the small size which Japanese buyers prefer to those required by Europeans. The minimum carapace length for Luderitz catches has for years been 635 millimetres against 889 millimetres on the South African west coast.

A similar advantage was exploited by operators in the south coast rock lobster fishery where there was no size limitation on individual fish. Catches of small rock lobster, predominant in the original areas, tended to be frozen whole, while large fish from new, deeper waters were processed into packs of frozen tails. All the fish, both whole and for tail production were mechanically purged at sea.



Despite doubts over the advisability of cooking ashore fish which had been frozen at sea, the fastidious Japanese market took 11 125 kilograms of whole cooked frozen south rock lobster in the size range 150 to 400 grams per fish, and France took 165 kilograms of fish larger than 400 grams during 1978.

During the same year, Japan took 326 170 kilograms of raw whole frozen rock lobster from the south coast, Europe took 14 500 kilograms and Hong Kong 1 500 kilograms. Sales of 116 738 kilograms of the raw whole frozen product from the west coast were first made to Japan in 1978. Europe was supplied with slightly less than the usual amount of 153 913 kilograms, while trial shipments totalling 2 125 kilograms went to other areas.

Packers on the west coast also entered the whole cooked rock lobster stakes, making their first shipments in February 1978. In that year, 68 880 kilograms of whole cooked frozen rock lobster went to Japan and 71 413 kilograms, all larger than 350 grams per fish, went to France where it competes with lobster imports from Canada.

The revenue advantage of whole cooked frozen rock lobster was about two-thirds greater than traditional frozen tails. Raw whole frozen rock lobster yielded only slightly less than the revenue of whole cooked, but market acceptance, especially in Japan, was greater for the cooked product.

Frozen rock lobster tails and cooked whole frozen rock lobster were marketed by SA Frozen Rock Lobster Packers. Live rock lobster and raw whole frozen rock lobster were marketed by the Cape Lobster Exporters' Association.

## 2. The crab fishery

Development of the crab fishery off South West Africa suffered a setback when the 600 GRT Suiderkus was lost on the Skeleton Coast in January 1977. A former side trawler purchased by Angra Pequena in Venezuela, she had been converted for crab fishing in 1976 after working on the south coast rock lobster grounds.

The loss was more than made good, however, when, in a joint venture, Angra Pequena and Blue Continent acquired two refrigerated side trawlers in Italy and refitted them for crabbing.

The crab catchers work off the South West African coast in water 300 metres to 1 200 metres deep. The partly processed and frozen crabs are discharged at Luderitz for final processing. The product is sold mainly in the United States.

### 3. The snoek fishery\*

After the highest-ever snoek harvest in 1976 when 4.8 million fish were landed, catches returned to more normal levels.

The 1977 total was 2.3 million fish, equivalent to about 6 450 tons. About 55% of the total was landed west of Cape Point, with Sandy Point having its best year ever. Caught within 16 kilometres of the harbour, 795 000 fish were landed at Sandy Point.

In 1978, the emphasis was again west of Cape Point, largely as a result of 650 000 snoek being landed at Saldanha Bay during an excellent run in June. The total for the year was 2.4 million fish, 84% of them taken west of Cape Point.

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\* See the South African Fishing Industry Handbook and Buyer's Guide 1978/79.

SUMMARY AND CONCLUSIONS

1. The political state of affairs in South Africa is settled after the recent elections. However economic and social policies are in a period of transition. These circumstances partly inhibit the otherwise excellent export and import fisheries potential that exists for this African country.
2. The South African economy has started to improve rapidly after several years of slow growth. Real G.N.P. rose approximately 8% during 1980, with a massive current account surplus of some Rand 3 billion, primarily due to soaring gold prices and sound economic management.
3. On December 5, 1979 import controls on consumer goods were eased. Import quotas were lifted from a range of consumer goods such as fish for which import permits will now be granted to meet the full reasonable requirements of importers.
4. On February 1, 1980 the last of the preferential customs tariffs granted to Commonwealth countries in 1932 was abolished in keeping with the provisions of the seventh round of GATT Agreements.
5. On March 26, 1980 the 7.5% import surcharge was abolished and exchange controls were further relaxed.
6. From 1968 to 1979, the South African fisheries experienced a considerable decline in volume of catch. This has resulted in the country becoming a net importer rather than an exporter of fishery products. Particular requirements are for low cost canned fish.
7. Total values of catching, collecting and culling at first sale of 1978 was assessed at R125.8 million and the value of total output at FOB wholesale level at R274.8 million.
8. The South African industry exported fish and processed fish products valued at approximately R125 million in 1978.

9. Approximately 20 000 people are employed in the fishing industry and ancillary activities. The industry is well organized and has firmly established distribution channels and associated facilities.
10. The pilchard is, economically, the most important fish taken by the South African fishing fleets and it is the mainstay of the highly advanced fish canning industry. The fishing fleet consists of about 6 600 vessels (1977). These included 187 purse seiners, 178 trawlers, 380 rock lobster-patters, 4 000 dinghies and various other motor boats.
11. The pilchard fishery now exports virtually no product as a result of the high local demand for fishmeal and a disastrous decline in the catch of fish used in canning. In fact, South Africa now imports pilchards from South America.
12. The trawl fisheries have apparently superseded purse-seining as South Africa's most valuable fishery. Three major and thirty small companies landed 146 000 tons in 1978. These landings were processed into products with an effective wholesale value of R108.8 million. About 74% of the catch consisted of Cape Hake -- others consisted of sole, horse mackerel, snoek and ponga, plus a wide range of other species.
13. The trawl fishery is now the main source of round table fish for local consumption, most of which is traded in frozen form. It also produces filleted, smoked, crumbed, sauced and canned commodities.
14. The rock-lobster fishery has had substantial success in exploiting export markets, not only to the traditional US market, but more recently aggressively pursuing new European and Japanese markets.
15. Marketing of lobsters is channelled through the S.A. Frozen Rock Lobster Packers, which handles frozen tails and cooked products. The Cape Lobster Exporters' Association handles other whole lobster sales.

16. The non-availability of up-to-date pertinent fishery data or profiles for the South African fishing industry restricts analysis of recent fisheries developments.

17. Based on available data and its analysis the following conclusions can be drawn:

(i) The decline in the pilchard catch in South and Southwest Africa/Namibia requires that low-cost canned fish be imported. These items are destined for purchase by the low income segment of the market and are supplied from domestic and South American sources. Canadian products of similar type are unlikely to be competitive in the South African market as long as their price controls for such products are maintained at below world price levels;

(ii) There is a small but growing market for high quality-price canned fish, including salmon. Canadian salmon exports should benefit from increased income and prosperity among the middle and upper income segments of the South African market. The decline in canned salmon sales in 1979 should be viewed as only a cyclical setback, offset in part by rising sales of frozen chum salmon. This high income market will also buy a variety of high quality frozen seafish in limited quantities; precise requirements should be further explored by Canadian fisheries exporters;

(iii) Canadian imports of South African rock lobster have shown up importantly for the first time in 1979. This trade can expect to be further developed given South Africa's export push with similar products;

(iv) Most of South Africa's lobster and crab exports have traditionally gone to the US. This market emphasis is shifting. Japan and Europe, particularly France, are becoming more important markets for these products. These developments mean slightly less competition for Canadian shellfish exports to the US and increased competition in the French and oriental markets.

18. With the recent re-election of Prime Minister P. W. Botha in South Africa, there will be continuity to established economic policies. It is likely that liberalisation of import procedures and domestic pricing will continue up to 1985. As this program is implemented there may be new opportunities for Canadian fisheries exports to South Africa. A fishing industry trade mission to South Africa, without official support, might prove useful at some time in the next two years.

A P P E N D I C E S

APPENDIX I  
THE SOUTH AFRICAN ECONOMY



## Review of the Economy

The South African economy enters the 1980's enjoying a boom. Preliminary 1979 figures point to a current account surplus of R3.3 billion (as against R1.45 billion in 1978), while the government is gathering a lot of extra tax from its gold mine revenues. Business and consumer confidence rose swiftly in the second half of 1979, as the gold price rose, hints of further budget reflation were given, and crop prospects were favourable. The volume of inventories, which had been falling for four years, signalled the need for some restocking, while large consumer durable items like automobiles and furniture were selling fast. Even building felt a surge of demand. On top of all this, the stock market soared too. Led by gold shares, the Rand Daily Mail, 100 index rose from 300 in February to 400 by Christmas. Even retail prices, which might have been expected to be pulled up briskly by this hectic turn around, began moderating, and by the end of the year fears of a serious new burst in inflation had largely evaporated.

### Third quarter 1979 figures show good progress

After a slackening in the tempo of economic activity in the second quarter of 1979, growth picked up markedly in the third quarter. After 1.75% annualised growth in real non-agricultural GDP in the second quarter and 4.5% in the first half of the year, the third quarter increase on the same basis was 5%. A slightly anomalous result was caused by the agricultural sector, however, since the early harvesting of the relatively poor crop gave an unusually large jump in real GDP in the second quarter. Thus real value in the economy after rising fast in the second quarter, ceased to rise in the third. Similarly, total real GDP rose by 4% annualised in the second quarter but was constant in the third. Because of a fall in South Africa's terms of trade, with import prices rising even faster than those of exports, real GNP fell back slightly in the third quarter. Despite this real GNP was still 5% up during the first three quarters of 1979, over the comparable period of 1978. Real gross domestic expenditure fell in the third quarter too, due to a fall in fixed investments; while real private consumption rose considerably.

TABLE A-1  
Gross Domestic Product  
 (R mn, seasonally adjusted, annualised)

	<u>1978</u> <u>4 Qtr</u>	<u>1979</u> <u>1 Qtr</u>	<u>2 Qtr</u>	<u>3 Qtr</u>
Private consumption expenditure	22 980	24 129	24 614	26 421
Consumption by central government	5 700	5 823	5 869	6 099
Gross domestic fixed investment	10 703	10365	10 636	11 425
Change in inventories	-34	-326	995	-561
Residual item	-746	-580	-526	-879
Gross domestic expenditure	38 603	39 411	41 588	42 505
Exports of goods & non-factor services	14 381	15 241	14 568	17 472
Less: imports of goods & non-factor services	<u>10 723</u>	<u>9 997</u>	<u>10 550</u>	<u>12 104</u>
Total	<u>42 261</u>	<u>44 655</u>	<u>45 606</u>	<u>47 973</u>

Source: South African Reserve Bank, Quarterly Bulletin.

All GDP components rose -

Examination of the table shows that every component of GDP rose over the three quarters of 1979 for which data are available, although exports showed a small dip in the second quarter. Consumption was particularly strong in durables (other than automobiles), with overall real private consumption up over the first nine months of the year by 2.5 %. As the table indicates, the other three elements of consumption also showed good rises, with the overall rise for 1979 to date being from R5 850 mn to R6 538 mn.

Consumer confidence revived

More evidence for the sharp unswing in consumer confidence later in 1979 comes from the property and motor car markets. In the former, 1980 is expected to be the best year for turnover since 1970, with prices last year rising by 30% in many categories of housing. Automobile sales in 1979 were the best since 1975 although the eleven companies made a combined loss of some R60 mn. Some 223 270 motor vehicles (up 4% in 1978) and 100 809 commercial vehicles (1.8% up) were sold, with a market swing towards smaller, fuel efficient cars. In 1980 it is expected that 50-55% of the market will be for such cars. Another cheering figure comes from immigration, which was positive in the first eight months of 1979 after being negative throughout 1978. In these eight months the outflow of 11 528 people was outweighed by an inflow of 12 041. The main sources continue to be Zimbabwe-Rhodesia (800 monthly) and the UK (350 monthly).

TABLE A-2  
Private Consumption Expenditure  
(Rand: millions, quarterly)

	<u>1978</u>	<u>1979</u>	<u>2 Qtr</u>	<u>3 Qtr</u>
	<u>4 Qtr</u>	<u>1 Qtr</u>		
Durable goods	689	568	618	660
Semi-durable goods	1 147	919	1 044	1 080
Non-durable goods	2 802	2 756	2 851	3 139
Services	1 509	1 507	1 541	1 659
Private consumption	<u>6 147</u>	<u>5 750</u>	<u>6 054</u>	<u>6 538</u>

TABLE A-2  
Private Consumption Expenditure  
(Rand: millions, seasonally adjusted, annualised)

	<u>1978</u>	<u>1979</u>	<u>2 Qtr</u>	<u>3 Qtr</u>
	<u>4 Qtr</u>	<u>1 Qtr</u>		
Agriculture, forestry, fishing	584	584	572	586
Mining & quarrying	846	913	1 043	1 176
Manufacturing: Total	2 054	1 912	2 410	2 744
Private	995	1 096	1 248	1 660
Other	1 059	816	1 162	1 084
Electricity, gas & water	1 242	1 312	1 419	1 633
Construction	93	181	185	192
Wholesale & retail trade, catering	565	608	615	645
Transport, storage, communication	1 464	1 667	1 257	1 121
Community, personal & social services	1 551	1 685	1 616	1 733
Finance, insurance & business services	1 455	1 503	1 519	1 595
Total fixed investment	<u>11 908</u>	<u>12 277</u>	<u>13 046</u>	<u>14 169</u>

Exports pick up again

Figures for the first quarters of 1979 indicate the extend of the improvement on current account. The third quarter current account surplus of R1 030 mn brought the running total for the year to R2 600 million. At annualised rates, the first three quarters' surpluses were R3 520 million, R2 260 million and R3 531 million respectively. The good third quarter figure was due both to the higher gold price which drew up the net gold output

contribution from R1 238 million to R1 504 million on a quarterly basis, and also to good merchandise export growth, up from R2 241 million to R2 567 million (C\$3 130 million). Together these figures outweighed the rise in merchandise imports which, as the table shows, rose in the three quarters from R2 014 million to R2 476 million (C\$3 020). Considering that merchandise imports had been relatively flat in recent quarters, this rise (which, expressed in seasonally adjusted annualised figures, was from R7.7 billion to R9.48 billion) was surprising. It seems that rises in chemicals and other inputs to industry rose particularly strongly. The rise in the unit price of imports was responsible for some of the rise in values as well.

An interesting aspect of the 1979 trade figures is that they reveal that the growth of trade with South Africa's political allies has been particularly pronounced. Exports to Israel doubled, from R26 million to R49.1 million and exports to Taiwan rose from around R43.7 million to R60 million. (All these figures are still estimates). A related question concerns the extent to which an independent Zimbabwe-Rhodesia enjoying international recognition will cut South Africa's trade as an entrepot to Rhodesia. At present the republic is certainly the primary supplier, especially in manufactures, and a bilateral trade treaty dating from 1965 allows for low tariffs between the two nations. Now that Zimbabwe-Rhodesia will shortly be able to trade with black African countries more easily, South Africa may lose some of this trade revenue.

#### The financial rand

The financial rand is becoming more volatile. After being introduced early in 1979, it acquired a value of 64 US cents, then rose to 96 cents in June, 87 in December and 115 in January 1980. There are three main reasons for this. First, the buying and selling of gold shares during the period of rising bullion prices was very erratic. As the gold price rose and the prospects for gold share earnings improved, so the inflow through the financial rand increased and its discount vis-à-vis the commercial rand fell. The higher yields from shares compensated buyers for their diminished foreign exchange discount. Second, as US and UK interest rates rose, there was a certain outflow of funds seeking a higher return than was offered in the republic; consequently, the financial rand fell somewhat. And finally the government changed the rules governing the rand

so that new issues could be subscribed in this way. Foreign demand was intense, so in October an inflow sent the rand back up. The higher price in 1979 prompted some economists to ponder whether the two rand might be merged. But this would entail a substantial loss of control over foreign exchange flows and is therefore felt to be an unlikely move.

#### Inflation slowed in late 1979

After fears late in 1979 that the inflation rate was getting out of control and might even scuttle the macroeconomic strategy, there seemed to be evidence that the worst domestic pressures were over. The annualised rate of retail price rises fell from 10.4% in October to 8.8% in December, with food prices in November actually falling by 0.27%, over the month. The monthly rises in the fourth 1979 quarter were all below 0.5% and that for December was only 0.37%. This was of course before oil prices exploded after the December Opec meeting, and import prices must push the rate up again in 1980. But domestic pressures do seem to have eased; no more administered price increases are due, and wage demands, once expected to centre on 15% for 1980, remained moderate to around 10%. This is a level that can comfortably be borne by a country with 5% real growth; it is no higher than the current European average. The Wage Board has increased wages in some particularly poorly paid areas like the food industry, where unskilled daily rates were typically running at R5 (\$6.1).

One change in the 1980's which may affect retail prices is the likelihood of farm incomes being boosted, not only for strategic reasons (to cut import dependence and man the northerly parts of the republic) but also because returns are low and debt high. This may mean disproportionate food price rises in the years ahead.

#### Commercial news

Import controls are to be eased on consumer goods and abolished on automobiles. In the case of the latter they are to be replaced by 100% tariffs and the local content programme is to be accelerated. The aim is for the domestic content of cars to be 66% by weight.

The last of the preferential customs tariffs granted to Commonwealth countries in 1932 is to be abolished in 1980, in keeping with the provision of the seventh (or Tokyo) round of Gatt agreements. In return for this, South Africa will obtain certain tariff cuts on exports to the US and EC.

A tougher anti-trust law was introduced from January 1, 1980. In 17 sectors the biggest firm in the country has over 70% of the sales, so small firms see this law as a possible entree for them into larger market shares. Among the highly centralized markets are those for beer, glass, batteries, etc. A five man competition board has been setup and will be able to levy fines of up to R100 000 on firms felt to be acting against the spirit of free competition.

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Source: The Economic Intelligence Unit - March 1980.

APPENDIX II

SOUTH AFRICAN FISHING COMPANIES

1. AFRICAN CANNING CO. (S.W.A.) LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.O. Box 2097

Producers of frozen rock lobster.

2. AFRICAN INSHORE FISHERIES DEVELOPMENT CORP. LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.P. Box 3596

Producers of frozen rock lobster.

3. DIE ALGEMENE ONTWIKKELINGSMAATSKAPPY VAN NAMIBIE BEPERK

Address: P.O. Box 346  
Luderitz, S.W.A.

Producers of fish meal, fish body oil, frozen rock lobster tails and crab.

4. ATLANTIC TRAWLING (PTY.) LTD.

Address: Quay 7  
Victoria Basin,  
Docks, Cape Town, P.O. Box 3770  
Cape Town

Packers and exporters of white fish, snoek and rock lobster.

5. BLUE ANGRA (S.W.A.) (PTY.) LTD.

Address: Industrial Erf 516  
Luderitz 9045, P.O. Box 346  
Luderitz

Products: frozen crabmeat - Regal Brand, Seamaid Brand and B.C.P. Brand.

6. BLUE CONTINENT FISHING CO. (PTY.) LTD.

Adress: Vrystaat Road  
Box 56  
Paarden Eiland

7. BLUE CONTINENT PRODUCTS (PTY.) LTD.

Address: Vrystaat Road, Box 56  
Paarden Eiland

Processors/broker/dealers in frozen fish and other food products specialising in export marketing (Brand names "Seamaid", "Blue Continent").

8. CAPE COAST FOODS (PTY.) LTD.

Address: Harbour Road  
P.O. Box 1  
Hout Bay  
7872 Cape

Importing and exporting of fish and fish delicatessen products. Also a West Coast rock lobster quota holder Products/Brand Names: "Craynips" (cooked and shelled lobster legs) "Smokiesnoek", smoked snoek, "Slangkop" bait, Cape Coast smoked fish, anchovies, prawns, mackerel, octopus, tuna, pilchards, shrimps, smoked salmon, herrings, eel, scampi, scallops, mussels, etc.

9. CAPE LOBSTER CANNING COMPANY LIMITED

Address: Box 26  
Luderitz, S.W.A.  
Factory at Luderitz

Producers of canned and frozen rock lobster tails.

10. CAPE LOBSTER EXPORTERS ASSOCIATION S.A. (PTY.) LTD.

Address: 1007 Cape Town Centre  
Heerengracht, Cape Town

Marketing organisation for live rock lobster and whole fresh frozen rock lobster.

11. CAPE OIL PRODUCTS LIMITED

Address: Dido Valley  
Simonstown

Manufacturer of edible oils, oil cakes and meals.

12. CHAPMAN'S PEAK FISHERIES (PTY.) LTD.

Address: Harbour Road  
P.O. Box 1  
Hout Bay 7872, Cape Town

Trawler owners and operators, rock lobster/seafood processors exporters and importers of fish and fish delicatessen products, suppliers of bait, ice and diesel, cold storage and blast-freezing facilities.

13. COAST TRADING CO. (PTY.) LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.O. Box 2097  
Cape Town

Producers of dried fish and frozen rock lobster tails.



14. COLUMBINE CANNING CO. (PTY.) LTD.

Address: 8 St. George's St.  
Cape Town, P.O. Box 1007

Producers of fish meal and fish body oil.

15. COMBINED SEA TRADERS (PTY.) LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.O. Box 586  
Cape Town

Purchasing Co. for the Oceana Group of Companies.

16. CONCENTRA LIMITED

Address: New Fishery Harbour Docks  
Cape Town

Producers of whitefish meal and rock lobster meal.

17. CONSORTIUM VISSERYE BEPERK

Address: Oceana Street  
P.O. Boc 751  
Walvis Bay

Producers of fish meal, fish body oil and frozen fish products.

18. DA GAMA VISBEDRYF (E&DMS) BPK.

Address: "Oceana House"  
20, Lower Burg St.  
Cape Town, P.O. Box 2087  
Cape Town

Producers of fish meal and fish body oil.

19. EDWARDS HOLDINGS (S.W.A.) (PTY.) LTD.

Address: 8th St. Industrial Area  
Walvis Bay

20. A.J.F. EIGELAAR & SEUNS (EDMS.) BPK.

Address: Box 42  
Laaiplek

Producers: "Eigevis" (smoked snoek)

21. FEDERAL MARINE LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.O. Box 4239  
Cape Town

Marketing company for canned fish.

22. FISH DRYING CORP. (PTY.) LTD.

Address: 8 St. George's Street  
Cape Town 8000

Rock lobster packers and exporters.

23. FISHERIES DEVELOPMENT CORPORATION OF SOUTH AFRICA LTD.

Address: Seafare House  
68, Orange St.  
Cape Town  
P.O. Box 539, Cape Town

A Public Utility Corp.

24. GANSBAAI MARINE (PTY.) LTD.

Address: 32 Rua Vasco da Gama  
Cape Town, P.O. Box 4542  
Cape Town

Producers of fish meal and fish body oil.

25. THE GENERAL DEVELOPMENT COMPANY OF NAMIBIA LTD.

Address: c/o Messrs. P.J. Malherbe & Co.  
Volkskas Building  
Windhoek 9100  
P.O. Box 346, Luderitz

Producers of pelagic fish and lobster, canning of fish manufacturing fish meal and fish oil, cattle farming.

26. HARRY PECK SOUTH AFRICA (PTY.) LTD.

Address: 6th Floor, B.P. Centre  
Thibault Sq. Cape Town  
P.O. Box 181  
Cape Town

Manufacturers of Fish Paste.

27. HOUT BAY FISHING IND. (PTY.) LTD.

Address: 21 Chiappini St.  
Cape Town 8001  
P.O. Box 3446  
Cape Town 8000

Rock lobster fishing company.

28. IRVIN & JOHNSON LTD.

Address: 3rd Floor, Cape Town Centre  
Heerengracht, Cape Town  
P.O. Box 1628

Trawler Operators, fish and frozen food processors and distributors.

29. JOHN OVENSTONE LTD.

Address: 8 George's Street  
Cape Town, P.O. Box 1007  
Cape Town

Producers of frozen rock lobster.

30. KAAP-KUNENE BELEGGINS BEPERK

Address: 414 Sanlam Centre  
Foreshore, Cape Town  
P.O. Box 1961

31. THE KNYSNA OYSTER CO. (PTY.) LTD.

Address: Knysna, Cape Province  
P.O. Box 10  
Knysna

Producers of Oysters.

32. KUTTLEFISH S.A. (PTY.) LTD.

Address: Quay 7, Victoria Basin  
Docks, Cape Town  
Box 3770, Cape Town

Trawler owners and operators, fish wholesalers, independent producers packers and exporters of white fish, snoek and rock lobster.

33. LAMBERTS'S BAY HOLDINGS LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town  
P.O. Box 1523, Cape Town

Producers of canned fish, frozen rock lobster tails, fish meal and fish body oil.

34. LUDERITZ BAY CANNERY LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town  
P.O. Box 4239

Producers of frozen rock lobster.

35. LURIE'S CANNING FACTORY LTD.

Address: Oceana House  
20 Lower Burg Str.  
Cape Town, P.O. Box 2097

Producers of frozen rock lobster.

36. LUSITANIA SEA PRODUCTS (CAPE) (PTY.) LTD.

Address: P.O. Box 1195  
Cape Town 18 Bree St.  
Cape Town 8001

Importers, exporters, distributors and packers of fish.

37. MARINE OIL REFINERS OF AFRICA LTD.

Address: Dido Valley, Simonstown  
Cape Province

Refiners and manufacturers of drying oils, edible packaged and emulsified bakers' fat; commercial and distilled stearic acid, crude and distilled fatty acids and crude glycerine; vitamin A oils and concentrates; animal feed supplements; bar, pure, carbolic and soft soaps, Nopco range of products, etc., Distributors of crude fish body oil.

38. MARINE PRODUCTS LTD.

Address: 32 Rue Vasco da Gama  
Roggebaai, Cape Town  
P.O. Box 4542, Cape Town

Producers of canned fish, fish meal and fish body oil.

39. MID-WESTERN FISH PRODUCTS LTD.

Address: 414 Sanlam Centre  
Heerengracht, Cape Town  
P.O. Box 1961  
Cape Town

40. NAMAQUA CANNING CO. LTD.

Address: Oceana House  
20 Lower Burg St.  
P.O. Box 3596 Cape Town

41. NAMIB FISHERIES LTD.

Address: 32 Rua Vasco da Gama  
Roggebaai, Cape Town  
P.O. Box 4542

Producers of canned fish, fish meal and fish body oil.

42. NATIONAL FISHERIES (PTY.) LTD.

Address: 1420 Sanlam Centre  
Cape Town  
Box 1438

Fishing Company.

43. NEW WESTERN FISHING INDUSTRIES LTD.

Address: Industrial Site 58b  
Walvis Bay, S.W.A.  
P.O. Box 106 Walvis Bay

Producers of canned fish, fish meal, fish body oil.

44. NORTH BAY CANNING CO. LTD.

Address: Oceana House  
20 Lower Burg St., Cape Town  
P.O. Box 3596 Cape Town

Producers of frozen rock lobster tails.

45. NORTHERN FISHING INDUSTRIES S.W.A. (PTY.) LTD.

Address: Insel Street  
Luderitz, P.O. Box 26

Producers of fresh salted and frozen fish, fish meal and oil.

46. OCEANA FISHING CO. LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town

Formerly producers of canned fish, fishmeal and fish body oil.

47. ORANJERIVIER VISSERYE BPK.

Address: 1420 Sanlam Centre, Cape Town  
Box 1438

Fishing company.

48. OVENSTONE INVESTMENTS LTD.

Address: 8 St. George's Street  
Cape Town

Holding Company.

49. JOHN OVENSTONE (WALVIS BAY) LTD.

Address: 8 St. George's Street  
Cape Town, 8001  
P.O. Box 1007  
Cape Town 8000

Producers of canned fish, fish meal and fish body oil.

50. PATERNOSTER VISSERY BEPERK

Address: 806 Volkskas Bldg.  
Adderley St.  
Cape Town, P.O. Box 3248

Producers of frozen rock lobster tails, live and whole fresh frozen rock lobster, fish meal and fish body oil.

51. ST. HELENA BAY FISHING INDUSTRIES LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.O. Box 3596  
Cape Town

Producers of canned fish, fish meal, fish body oil.

52. SALDANHA BAY CANNING CO. (PTY.) LTD.

Address: 2101 Sanlam Centre, Cape Town  
P.O. Box 255

Producers of canned fish, fish meal, fish body oil, and frozen rock lobster tails.

53. SALDANHA FISHING INDUSTRIES (PTY.) LTD.

Address: 2101 Sanlam Centre  
Heerengracht, Cape Town  
P.O. Box 255, Cape Town

Producers of frozen lobster tails.

54. SANDY POINT CANNING CO. LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.O. Box 3596  
Cape Town

55. SARUSAS ONTWIKKELINGSKORPORASIE (EDMS) BPK

Address: 1420 Sanlam Centre  
Cape Town, Box 1438

Fishing Co.

56. SEAFLOWER INVESTMENTS LTD.

Address: Insel Street  
Luderitz  
P.O. Box 26

Producers of canned pilchards, fish meal, fish body oil, pet food.

57. SEA HARVEST CORPORATION (PTY.) LTD.

Address: Fishing Harbour, Saldanha  
P.O. Box 52  
Saldanha 7395

Trawler owners and producers of quick frozen sea foods, smoked, fresh, quick frozen fish and white fish meal.

58. SEA PRODUCTS (S.W.A.) LTD.

Address: Factory Site No. 7  
Walvis Bay, P.O. Box 75

A holding company.

59. SILVER HARVEST TRAWLING CO. (PTY.) LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town

Trawling.

60. SNOEKIES SMOKERIES (PTY.) LTD.

Address: Hout Bay Harbour  
Hout Bay

Packers and distributors of choice smoked fish products and frozen rock lobster tails.

61. SOUTH AFRICAN FISH CANNERS ASSOCIATION (PTY.) LTD.

Address: Pearl Assurance House Foreshore  
Cape Town, P.O. Box 2066  
Cape Town

Co-ordinating organisation for the South African Fish Canning industry.

62. SOUTH AFRICAN FISH MEAL PRODUCERS' ASSOCIATION (PTY.) LTD.

Address: Pearl Assurance House  
Foreshore  
Cape Town, P.O. Box 2066  
Cape Town

Co-ordinating, organisation for the South African Fish Meal Industry.

63. SOUTH AFRICAN FISH OIL PRODUCERS' ASSOCIATION (PTY.) LTD.

Address: Pearl Assurance House  
Foreshore  
Cape Town, P.O. Box 2066  
Cape Town

Co-ordinating, organisation for the South African Fish Oil Industry.

64. SOUTH AFRICAN FROZEN ROCK LOBSTER PACKERS (PTY.) LTD.

Address: Pearl Assurance House  
Foreshore  
Cape Town, P.O. Box 2066  
Cape Town

Co-ordinating and Marketing Organisation for the Packers of Frozen Rock Lobster (tails and whole cooked).

65. SOUTH AFRICAN SEA PRODUCTS LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town, P.O. Box 2097

Producers of frozen rock lobster tails, mild cured snoek and white fish products.

66. SOUTHERN SEA FISHING ENTERPRISES (PTY.) LTD.

Address: 6th Floor, B.P. Centre  
Box 181, Cape Town

Fish canners, producers of fish meal, fish oil and frozen rock lobster tails.

67. SOUTH WEST AFRICA FISHING INDUSTRIES LTD.

Address: Insel Street, Luderitz  
P.O. Box 15  
Luderitz

Producers of canned and frozen rock lobster tails and rock lobster meal, whole lobster and canned fish.



68. SPARKOR (PTY.) LTD.

Address: 18 Bree Street  
Box 1195, Cape Town  
Rock lobster fishing Co.

69. STEEBERG'S COVE FISHING INDUSTRIES (PTY.) LTD.

Address: 2101 Sanlam Centre  
Heerengracht, Cape Town  
P.O. Box 4292

Producers of canned fish, fish meal and fish body oil.

70. SUID KUENNE VISSERYE BEPERK

Address: P.O. Box 44  
Walvis Bay

Producers of fish meal and fish body oils.

71. SUID-ORANJE VISSERYE BEPERK

Address: 414 Sanlam Centre  
Foreshore, Cape Town  
P.O. Box 1961

Manufacturer of fish meal and fish body oil.

72. SWAPROM (PTY.) LTD.

Address: Box 75  
Walvis Bay

Producers of canned fish, fish meal and fish body oil.

73. TRISTAN INVESTEMENT (PTY.) LTD.

Address: 88 Strand Stret  
Woodstock 7925

Rock lobster fishing at Tristan da Cunha.

74. TUNACOR LTD.

Address: 32 Rua Vasco da Gama  
Roggebaai, Cape Town  
P.O. Box 4542

Producer of canned fish, fish meal and fish body oil.

75. UNITED OCEANA HOLDINGS LTD.

Address: Oceana House  
20 Lower Burg St.  
Cape Town  
Box 2097, Cape Town

An investment company investing in the Inshore Fishing Industry.

76. UNITED SEAFARE HOLDINGS LTD.

Address: Oceana House  
20 Lower Burg ST.  
Cape Town, P.O. Box 3596  
Cape Town

A Holding Company.

77. WEST COAST FISHING INDUSTRIES LTD.

Address: Insel Street, Luderitz  
S.W.A. Box 26, Luderitz

Producers of canned fish, fish meal and fish body oil.

78. WEST POINT FISHING CORP. (PTY.) LTD.

Address: 2101 Sanlam Centre  
Heerengracht, Cape Town  
P.O. Box 4292

Producers of canned fish, fish meal and fish body oil.

79. WILLEM BARENSZ LTD.

Address: Standard Bank Chmbrs.  
Kaiser Str.  
Windhoek

Manufacturers of fish meal and fish body oil.

APPENDIX III

SOUTH AFRICA - BASIC DATA

Area and Population

Area	1 182 345 sq km.
Populations (as at June 1978)	27 700 000
Employment in nonagricultural sector (as at June 1979)	4 611 683

Exchange rate R 1 = US\$1.2504 = SDR 0.966

<u>National Accounts</u>	1979 (In millions of rand at current prices)	<u>1977</u>	<u>1978</u>	<u>1979</u> (Percentage change in real terms)
Private consumption	25 305	-1.1	1.4	2.8
Public consumption	6 204	0.9	0.4	-0.1
Gross domestic fixed investment	11 559	-7.4	-3.8	2.2
Change in stocks (including residual item)	<u>129</u>	<u>-2.5</u>	<u>1.5</u>	<u>0.5</u>
Total domestic demand	43 197	-5.2	1.6	2.9
Exports of goods and services	16 760	10.7	5.0	2.5
Imports of goods and services	<u>11 804</u>	<u>-13.1</u>	<u>1.9</u>	<u>-1.9</u>
Gross domestic product	48 153	--	2.3	3.7

State Revenue Account

	<u>1977/78</u>	<u>1978/79</u>	<u>1979/80</u>
	(In millions of rand)		
Revenue	7 016	8 138	9 797
Expenditure	8 961	9 946	11 480
Overall deficit	-1 944	-1 808	-1 683

Balance of Payments

	<u>1977</u>	<u>1978</u>	<u>1979</u>
	(In billions of rand)		
Merchandise exports, f.o.b.	9.1	11.3	14.9
Net gold output	2.8	3.9	6.0
Merchandise imports, f.o.b.	-6.9	-8.0	-9.7
Net invisibles and transfers	<u>-1.8</u>	<u>-2.0</u>	<u>-2.1</u>
Current balance	0.4	1.3	3.1
Net long-term capital	0.3	--	-0.8
Net short-term capital	<u>-0.8</u>	<u>-0.9</u>	<u>-1.9</u>
Net capital	-0.5	-0.9	-2.7

APPENDIX III (CONT'D)

Overall balance	-0.1	0.5	0.5
Level of reserve at end-year (in millions of SDRs)	683	668	680
<u>Prices</u> (annual average)	<u>1977</u>	<u>1978</u>	<u>1979</u>
	(Percentage increase over previous year)		
Consumer prices	11.2	10.1	13.1
Exports of goods and services	12.0	17.8	26.2
Imports of goods and services	10.7	14.4	21.9

SOUTH AFRICA

- LAND: 1 222 480 km<sup>2</sup> (includes enclave of Walvis Bay, 1 124 km<sup>2</sup>; and Transkei, 44 000 km<sup>2</sup>); 12% cultivable, 2% forested, 86% desert, waste, or urban.
- Land boundaries: 2 044 km.
- WATER: Limits of territorial waters (claimed); 6nm (fishing 12 nm).
- Coastline: 2 881 km, including Transkei.
- PEOPLE: Population: 27 754 000 including Bophuthatswana and Transkei (January 1979), average annual growth rate 2.5% (7-75 to 7-76); Bophuthatswana 1 123 000 (January 1979), average annual growth rate 2.2% (current); Transkei 2 214 000 (January 1979), average annual growth rate 2.2% (current).
- Nationality: noun - South African(s);  
adjective - South African.
- Ethnic divisions: 17% white; 69.9% African, 9.4% Colored, 2.9% Asian.
- Religion: most whites and coloreds and roughly 60% of Africans are Christian; roughly 60% of Asians are Hindu, 20% are Muslim.
- Language: Afrikaans and English official, Africans have many vernacular languages.
- Literacy: almost all white population literate; government estimates 50% of Africans literate.
- Labor force: 8.7 million (total of economically active 1970); 53% agriculture, 8% manufacturing, 7% mining, 5% commerce, 27% miscellaneous services.
- Organized labor: about 7% of total labor force is unionized (mostly white workers); relatively small African unions have no bargaining power.

GOVERNMENT: Legal name: Republic of South Africa.

Type: Republic.

Capital: administrative, Pretoria; legislative, Cape Town; judicial, Bloemfontein.

Political subdivisions: 4 provinces, each helped by centrally appointed administrator; provincial councils, elected by white electorate, retain limited powers.

Legal System: based on Roman-Dutch law and English common laws; constitution enacted 1961, changing the Union of South Africa into a Republic; possibility of judicial review of Acts of Parliament concerning dual official languages; accepts compulsory ICJ jurisdiction, with reservations.

National holiday: Republic Day, 31 May.

Branches: President as formal chief of state; Prime Minister as head of government; Cabinet responsible to bicameral legislature; lower house elected directly by white electorate; upper house indirectly elected and appointed; judiciary maintains substantial independence of government influence.

Government leaders: Prime Minister Pieter W. Botha; President Johannes Vorster.

Suffrage: general suffrage limited to whites over 18 (17 in Natal Province).

Elections: must be held at least every 5 years; last elections 30 November, 1977.

Political parties and leaders: National Party, P.W. Botha, C. Mulder, R.F. Botha; Progressive Federal Party, Colin Eglin, Ray Swart, Helen Suzman; New Republic Party, Radclyffe Cadman; South Africa Party, Myburgh Streicher; Herstigte Nasionale Party, J. Marais.

Voting strength: (1977 general election) parliamentary seats: 134 National Party, 17 Progressive Federal Party, 10 New Republic Party, 3 South Africa Party.

Communists: small Communist Party illegal since 1950; party in exile maintains headquarters in London; Dr. Yasuf Dadoo, Moses Kotane, Joe Slovo.

Other political groups: (insurgent groups in exile) African National Congress (ANC), Oliver Tambo; Pan-Africanist Congress (PAC) leadership in dispute.

Member of: GATT, IAEA, IBRD, ICAO, IDA, IFC, IHO, International Lead and Zinc Study Group, IMF, ISO, ITU, IWC - International Whaling Commission, IWC - International Wheat Council, U.N., UPU, WHO, WIPO, WMO, WSG.

ECONOMY: GDP; \$38.9 billion (1977), about \$1 450 per capita; real growth rate 0.5% (1977).

Agriculture: main crops - corn, wool, wheat, sugarcane, tobacco, citrus fruits; dairy products; self-sufficient in foodstuffs.

Fishing: catch 638 035 tonnes (1976).

Major industries: mining, automobile assembly, metal working, machinery, textiles, iron and steel, chemical, fertilizer, fishing.

Electric power: 15 272 800 kW capacity (1977); 87 billion kWh produced (1977); 3 240 kWh per capita.

Exports: \$10.0 billion (f.o.b., 1977, excluding gold); wool, diamonds, corn, uranium, sugar, fruit, hides, skins, metals, metallic ores, asbestos, fish products; gold output \$3.2 billion (1977).

Imports: \$6.3 billion (c.i.f. 1977); motor vehicles, machinery, metals, petroleum products, textiles, chemicals.

Major trade partners: US, West Germany, Japan, UK.

Aid: no military or economic aid.

Budget: Fy 79-revenue \$8.8 billion, expenditures \$10.3 billion.

Monetary conversion rate: 1 SA Rand = US \$1.15, 0.87 SA Rand = US\$1.

Fiscal Year: 1 April - 31 March.

COMMUNICATIONS: Railroads: 25 560 km total (includes Namibia); 24 854 km 1 067-meter gage of which 5 292 km are multiple track; over 5 000 km electrified; 706 km 0.610-meter gage single track.

Highways: 202 922 km total; 57 435 km paved, 145 487 km crushed stone, gravel, or improved earth.

Pipelines: 836 km crude oil; 1 048 km refined products; 322 km natural gas.

Ports: 8 major.

Civil air: 78 major transport aircraft.

Airfields: 657 total, 520 usable, 66 with permanent surface runways; 3 with runways over 3 660 m, 6 with runways 2 440-3 659 m, 126 with runways 1 220-2 439 m.

Telecommunications: the system is the best- developed, most modern and highest capacity in Africa and consists of carrier-equipped open-wire lines, coaxial cables, radio-relay links, and radiocommunication stations, key centers are Bloemfontein, Cape Town, Durban, Johannesburg, Port Elizabeth, and Pretoria; 2.2 million telephones (8.3 per 100 popl); 13 AM, 84 FM and 34 TV stations, 1 submarine cable; 1 satellite station with Atlantic Ocean and Indian Ocean antennas.

DEFENSE FORCES: Military manpower: males 15-49, 5 762 000-3 549 000 fit for military service; obligation for service in Citizen Force or Commandos begins at 18; volunteers for service in permanent force must be 17; national service obligation is two years.

Military budget: for year ending 31 March, 1979, \$2.0 billion, 18% of central government budget.

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