The fishing sector from a different perspective

EN largely dominate the fishing industry and not many women are incorporated in the industry itself, especially within the sector’s managerial positions. However, women who successfully operate within the industry should be applauded.

One such woman who has made it to a top executive for one of the leading fishing companies in the country is Martha Uumati. She was recently appointed as the managing director of Erongo Marine Enterprises, a fishing company in the country.

Uumati spoke to The Namibian on being a woman in the fishing sector, being the managing director of a large fishing company in the country, the challenges faced by women in the industry and her insight regarding the industry as a whole.

The Namibian (TN): When did you take over as managing director of Erongo Marine Enterprises?

Martha Uumati (MU): I was appointed as managing director of Erongo Marine Enterprises on 1 February 2017. I am happy to admit that I was headhunted for this position while I was lecturing at the Namibian University of Science and Technology (NUST). I competed for this position while I was lecturing at Erongo Marine Enterprises on 1 February 2017. I am

MU: Policy certainty is extremely important, as well as ongoing transparencies, regarding the rights and quota allocation process, particularly for the long-term sustainability of current and long-term investments. There exists an opportunity for further value creation for the Namibian fishing industry by finding innovative solutions such as alternative uses of fish products.

The Namibian (TN): As a woman in an industry largely dominated by men, what are the challenges that you face on a daily basis?

MU: It is true to say that the fisheries industry is still largely male-dominated. This is an international observation and especially true regarding the fishing vessels that are normally fully staffed with men. Even while doing research as part of my masters and PhD at the Institute of Marine Research in Bergen in Norway, I found myself in a male-dominated environment. However, this disparity is not necessarily an obstacle. I see it as another challenge that needs to be highlighted and addressed through progressive employment incentives.

TN: What can you say are the advantages for women in the fishing industry?

MU: Women can take strength and inspiration from the success of other women while men can often feel intimidated or exposed by another male’s success. I remember when I was busy with my PhD in a male-dominated academia, a female professor was appointed at the faculty of health and applied sciences. I learnt a tremendous amount just by watching her operate and I count my time with her as one of my greatest inspirations.

TN: In your view, what are the challenges that other women who are also in the fishing industry face?

MU: I believe the challenges women face in the workplace are universal, particularly in male-dominated industries and are not necessarily confined to the fishing industry.

The Namibian (TN): Do you think Namibians are largely incorporated within the fishing industry or do foreign nations largely dominate it?

MU: While there is certainly more work to be done in this regard, we must take stock of the fact that Namibia has come a long way since its independence when the fishing industry was largely controlled by foreign fishing companies.

TN: How can the industry in your opinion cater for and incorporate Namibians?

MU: It is a function of government and the commercial industry to drive the inclusion of more Namibians in the maritime economy. The Namibian Maritime and Fisheries Institute (NAMI) plays an important role in this regard and has been active in providing the necessary skills to the fishing industry in efforts to increase the number of qualified Namibians in the industry.

TN: What improvements would you suggest for the fishing industry as a whole?

MU: Policy certainty is extremely important, as well as ongoing transparencies, regarding the rights and quota allocation process, particularly for the long-term sustainability of current and long-term investments. There exists an opportunity for further value creation for the Namibian fishing industry by finding innovative solutions such as alternative uses of fish products.

The Namibian (TN): Where do you see the industry in the next five years?

MU: The success of the industry depends largely on the management of the fishing resource as well as profitability of the industry. I would like to see the industry double its contribution to the Namibian economy through innovation and astute investments by all the role players. For this dream to be realised it requires a close working relationship with all the stakeholders involved including industry players, government, academic institutions and businesses.

WESTMED is the only medical wholesaler at the coastal part of Namibia supplying and delivering medical goods to all medical and healthcare facilities within the Erongo district. The company’s vision is to be the ‘next-door neighbour’ supplier in medical goods and services and once received, the goods will take one or two hours from order time to be delivered. It specialises in medical equipment, supplying the public with any disposables.

WESTMED ensures equipment is readily available to the public and facilities with a technician available at the coast. The company has connections throughout southern Africa and this makes it stronger for the company to provide better services and products at affordable prices.

Westmed general manager said the company supplies medical equipment, pharmaceutical products as well as disposable stock to various companies including pharmacies, hospitals, doctor practices, clinics, mines and fisheries companies.

“We also do medical inspections on vessels. We sell first aid kits, which we check on a regular basis and refill as needed. We currently have two representatives. We strongly believe in training our staff to be able to assist healthcare providers with correct information and in an ethical manner,” said Van der Lith.

Westmed continues to provide education and training for its staff members and healthcare professionals.

Van der Lith said the company’s senior equipment and laboratory representative has a bachelor of science degree in biochemistry and microbiology, BSc honours in materials engineering and a master of science in materials engineering.

“We know our work is happening, especially with regard to latex and butein, some of the inputs on gloves. “Another challenge is the medical consumables sector that is largely unregulated, giving room for goods of questionable quality that are a waste of clients’ money. Westmed deals with highly reputable manufacturers and is able to provide clients with value for money. Our commitment to quality extends to after-service support. This is how we differentiate ourselves in the market,” she said.

Managing director of Erongo Marine Enterprises Martha Uumati

WESTMED

Providing medical goods for Erongo

Westmed managing director Erongo Marine Enterprises - Martha Uumati

The Namibian (TN): As a woman in an industry largely dominated by men, what are the challenges that you face on a daily basis?

MU: My faith and my family are of paramount importance to me, and I try to live by Gandhi’s quote; ‘be the change you wish to see in the world’. I am a proud Namibian deeply committed to the Namibian fishing sector and the numerous communities which the industry supports. I place great importance on the necessary skills to the fishing industry and the commercial industry to drive the inclusion of more Namibians in the maritime economy. The Namibian Maritime and Fisheries Institute (NAMI) plays an important role in this regard and has been active in providing the necessary skills to the fishing industry in efforts to increase the number of qualified Namibians in the industry.

TN: What improvements would you suggest for the fishing industry as a whole?

MU: Policy certainty is extremely important, as well as ongoing transparencies, regarding the rights and quota allocation process, particularly for the long-term sustainability of current and long-term investments. There exists an opportunity for further value creation for the Namibian fishing industry by finding innovative solutions such as alternative uses of fish products.

TN: Where do you see the industry in the next five years?

MU: The success of the industry depends largely on the management of the fishing resource as well as profitability of the industry. I would like to see the industry double its contribution to the Namibian economy through innovation and astute investments by all the role players. For this dream to be realised it requires a close working relationship with all the stakeholders involved including industry players, government, academic institutions and businesses.
The fishing sector contributed N$1.6 billion to Namibia’s GDP, accounting for 4% of the country’s gross domestic product (GDP) compared to the 4.6% contributed in 2009. This translates into a 1% decrease. However, 12 years later, that figure has tripled.

**ECONOMIC PERFORMANCE OF FISHERIES**

To reiterate, the fishing industry raked in N$1.6 billion when converted from the various foreign currencies received during the 2015/16 financial year. This is an increase of 42.6% compared to the N$750 million seen in the 2014/15 financial year.

**NEW PRODUCT DEVELOPMENT**

Goldmann reiterated that NLS is the sole agent for Leibinger inkjet printers in Namibia. Inkjet printers can be used in many different applications such as on a beverage bottle where an expiry or batch code is needed. Inkjet printers are also used in a fish or poultry factory environment on printed cartons or on plastic packaging for reselling frozen products. The two machines common to the Namibian market is the Jet3 Up Pro and the Jet2 Neo.

Goldmann says that NLS guarantees after-sales service and spare parts back-up on all ink-jet printers it sells in Namibia, as well as other ink-jet suppliers are situated in South Africa. NLS has a vast product range from labels, label consumables such as ribbons, till rolls, roll paper to various different sizes, to label printers from TSC with NLS as the authorised reseller.

**OPERATIONS**

NLS has a small label factory located in Walvis Bay’s industrial area close to its clients. As Goldmann believes in empowering Namibian, NLS only employs Namibians and currently has 7 workers. He also added the industry is an employing more Namibians once it has experienced growth in other industries such as the beverage market. NLS, according to Goldmann, aims to branch out to the rest of Namibia as a whole especially in the retail industry.

**CHALLENGES**

Goldmann said his company, in terms of sales, focuses mostly on the fishing industry and expansion is dependent on any growth within this industry.

**INVESTMENTS IN THE SECTOR**

During the 2016 financial year, total investment within the fishing industry was recorded at roughly N$13 million, a decrease of N$61 million compared to the N$174 million recorded in 2015. These figures were comprised of roughly N$103 million from hake fishing that was largely spent on purchases of shares in companies, N$1.8 million from horse mackerel fishing and N$88 million in crab fishing which was mainly spent on the construction of a new factory.
A corporate citizenship has become a vital factor in the country and within the fishing sector, Namsov Fishing Enterprises managing director Gerrie Hough gave a little insight on how the company deals with the corporate citizenship charter.

**GIVE US A BRIEF BACKGROUND OF NAMSOV FISHING ENTERPRISES?**

Gerrie Hough (GH): Namsov Fishing Enterprises is a private company registered in Namibia and was established in 1990 with the main purpose to Namibianise and develop the midwater-trawl industry in Namibia. We have done so with great vigour and pride. Our majority shareholders are Namibians, a testament to our localisation efforts. Through sound and pioneering investments we have now 26 good years of responsible harvesting behind us. Our mandate is to ensure that we proactively partner with our stakeholders to not only support, but to understand how to participate in solutions that will sustainably change people’s lives.

**HOW IS NAMSOV FISHING ENTERPRISES’ COMMITMENT TOWARDS THE CORPORATE CITIZENSHIP CHARTER?**

GH: To us, corporate citizenship is the deep consideration and deliberate action of our business that instil the values of co-existence and shared values in the decisions we make on a daily basis. As a corporation we are focused on strong financial returns, but our business conduct is built on the backbone of sharing the value of the horse mackerel we harvest in order to meaningfully empower communities, employees, the environment and shareholders and support government’s policies.

**OUR CORPORATE CITIZENSHIP POLICY OUTLINES:**

1. Our vision and areas of focus to ensure effective impact.
2. Adherence to good governance in our investment efforts.
3. The guidelines for both employees and stakeholders on best practice in what we want to achieve in terms of uplifting the lives of Namibian people.

**Ethics**

We conduct business with honesty, integrity and in compliance with the law everywhere we operate. We undertake to act as a responsible corporate citizen, through engaging in constructive public dialogue and informed decision-making. We make sure to always be able to engage in meaningful conversations with our stakeholders without airing any issues in a disrespectful manner.

**People**

We nurture safe, respectful and inclusive workplaces. We drive matters of human rights, safety and non-discriminatory and respectful sensitivity in thought and action, we jettison our authenticity.

**Environmental, Health and Safety**

Our company uses natural resources wisely and judiciously to protect the environment so we operate and grow our business. We must minimise our impact on the environment and its benefits from activities, production, and distribution.

**Shareholders and the Business**

Our company believes that constructive engagement with our shareholders allows us to identify areas for improvement and growth throughout our business. We report transparently on matters of interest, providing reports for shareholders to understand fully the company’s performance and product. Understanding and addressing the interest of our shareholders together with those of the communities where we work is an important component of maintaining a successful and viable business. By fostering the importance of relationships on shareholder level we aim to maintain a better, stronger and more sustainable communities in the places where we live, we work, and this is done through Ethical Leadership, Corporate Social Investment, Promoting Shared Values and Fostering Corporate Environmental Inclusivity.

**Fish stocks showing recovery**

**CHARMAYE NGATJIEHEU**

Commercially essential fish stocks have shown signs of improvement after assessments were conducted towards the end of 2016. However, in order to ensure optimum support for the local economy, there is a need to restructure these to maximum sustainable yield (MSY) levels. Fisheries and marine resources minister Bernhard Esau said there are some stocks that seem to be in a very risky situation, hence urgent management interventions are necessary to prevent the stocks from total collapse. Speaking at the annual ministerial address to the fishing industry last month, Esau said the stock assessment results for hake showed that the overall stock biomass increased by 21.2% from 1 431 870 to 1 740 260 tonnes. However, the spawning biomass is still below a biomass that can produce an MSY of 274 000 tonnes. These small fish, once fully recruited to the fishery next year, are expected to further improve the outlook of the hake stock, said Esau. Horse mackerel stocks are above the MSY level of 312 000 tonnes and the overall stock increased by 4.6% to 1 386 410 to 1 449 930. Meanwhile, the catches for the 2015 fishing season were above the MSY level, standing at 316 000 tonnes. Esau said there is a need to ensure that these stocks are exploited at a sustainable level, adding that the ministry shall strive to stabilise the horse mackerel management plan this year.

Pilchard stock is still at a riskily declining level and found to be poor for the past consecutive six years, remaining below the long-term average of 26 561 metric tonnes annually since 2012 excluding this year when the ministry froze it at last year’s level. “All procedures for the management of this fishery, as provided for by the fishing and the [Marine Resources] Act are being followed to the letter. The ministry shall also develop a management plan for pilchard which will greatly enhance management goals set for the recovery of this stock,” said Esau.

In the 2016/2017 season, the estimated total biomass of monkfish has increased by 3.4% from 670 to 6 000 tonnes. Esau noted that a need for more studies to be conducted on the behaviour of monkfish, similar to those on hake and horse mackerel. In terms of the deep-sea red crab stock, an assessment revealed that the fishable biomass grew by 10.6% from 26 291 to 29 366 tonnes. It was also revealed that there was some stabilisation of average sizes for both males and females. Rock lobster showed signs of recovery as the fishable biomass increased by 20.8% from 1 477 to 1 784 tonnes during the assessments conducted in September 2016. Esau added that a consistent increase in annual catch per unit effort (CPUEs) has been observed since the 2011/12 fishing season. He stressed that this stock should put more effort in capturing the quotas allocated to them, avoiding the underperformances observed in the past. With regard to tuna and tunas-like species the country continues to underperform over the past years as quotas are exploited for southern albacore and swordfish, as allocated by the International Commission for the Conservation of Atlantic Tunas (ICCAT).

Esau noted that his ministry’s scientists are busy finalising the results for a survey conducted in 2014, as the seal stocks are in a good condition and the seals are widely distributed along the Namibian coast, comprised of approximately 26 colonies, whose distribution is expanding annually in Northern Namibia and Southern Angola. Esau said that the ministry’s scientists are busy finalising the results for a survey conducted in 2016 to determine the current biomass of orange roughy stocks.
Our Corporate Commitment

THE BENEFITS OF OUR OPERATIONS ALWAYS END UP IN THE HANDS OF NAMIBIAN PEOPLE.

Through the quota we receive that is entrusted to us by the Namibian Government for the Namibian people, we work to ensure that the value created goes to Community Development, Commercial Enterprise, Training of Namibians, Quality Employment and Empowerment Opportunities.

We give. We build. We care.

for TODAY TOMORROW GOOD NAMIBIA
Pesca Atlantico Fishing Namibia...offering diversity within the industry

Pesca Atlantico Fishing Namibia cc is a black owned Namibian-registered company that deals in the trading of horse mackerel and other long line fish products and sells containers.

The company that became operational in 2011 can boast of its diversification within the fishing sector. In 2016, Pesca Atlantico opened its Zambia branch in line with its expansion plan. The company thus has local and cross-border clients.

In terms of diversification, Pesca Atlantico sells and rents out reefer and dry containers and sells safety and security products. The company further considers services such as proper sourcing of fish on a daily basis to ensure good implementation. The company tracks the order and delivery periods and considers offering a reliable administration from both its offices in Namibia and Zambia, keeping stable supplier-client relationships by ensuring that clients always have access to its products and will not need to look elsewhere.

More about Pesca Atlantico Fishing Namibia cc

To add on, Pesca Atlantico Fishing provides stevedoring services within the industry. Stevedoring refers to persons employed at a dock to load and unload ships.

Co-owner Grantham du Plessis said in addition to these services, they provide cold storage facilities. “We also export to Zambia and Congo. We provide reefer containers which they sell to exporters,” said Du Plessis.

He added that trucks come and offload goods and Pesca Atlantico Fishing ensures that they reach their intended destination. He reiterated that his company also focuses on providing safety wear or personal protective equipment (PPE) to different companies and local contractors. PPE is equipment meant to reduce exposure to hazards that cause serious workplace injuries and illnesses.

Pesca Atlantico takes pride in providing a diversified service to its clients. In line with diversification, the company intends to have more fishing exports with a specific focus on exporting to South Africa.

“Apart from exporting, we do provide the local market with fish and deliver to Oshakati, Rundu and Otjiwarongo. We even supply Lüderitz with bait for its lobster,” he said. Du Plessis stressed that it took time for them to build the company to its current glory and more is being done. He added that the company employs 12 Namibians presently, saying when the company became operational, there were only two people but within the first two years, it employed 10 people.

Corporate Social Responsibility

The company also gives back to the local community and has a fish shop at Swakopmund known as Gabby’s Fish Shop. The shop aims to provide fish sold at an affordable price for low-income earners. “We operate a project in the DRC informal settlement. This is a soup kitchen and we provide them with sugar, maize meal and fish. This soup kitchen assists orphans that have very little to eat and have no clothes. On top of this, the soup kitchen gets a weekly N$1 000 to use for other needs,” said Du Plessis.

Du Plessis added that his company sponsored a local boxer who required funding to travel outside the country for a match. He noted that the company has also assisted a child diagnosed with cancer.

“The boy is only three years old and he lost his eyesight at a very young age to cancer. He needed a glass eye and we sponsored him with the funding for that as his family was looking for sponsorships.

The company had an opportunity to be the main sponsor of Estrelita Peterson in order for her to participate in the Mrs Universal competition in Rheno Navada. Peterson won and brought her crown back to Namibia. We help where we can because as a business we started with nothing and have grown,” he said.

Pesca Atlantico Fishing Namibia has been operational for the past five years but during the first three years, the company did not focus on a lot of the services it is currently providing.

Challenges

In terms of the challenges faced by the company, he said the fluctuating US dollar affects their exports. Another challenge the company faces is the copious rain in Zambia.

“It has been raining for two months across the border and this in a way is affecting our business. Business has been slow for the past two months,” Du Plessis stressed.

For its future plans, Pesca Atlantico Fishing aims to export maize meal to Congo.

“We have a warehouse where we keep our goods safe. Our future goal is to export to Europe. We intend expanding our business by having our own container terminal in the next five years,” he said.

The company imports wheat bran, which is animal feed from Zambia to assist Namibian farmers during the dry season. This has proven to be a huge success and requirement.

Risk Address: C/O 3rd Street East, 14th Road, Walvis Bay
Contact Details:
+264 81 598 6403 / 81 821 3929

Services:

✔ Bulk fish selling
✔ Used Container sales
✔ Cold Storage facilities
✔ Stevedoring
✔ Safety Wear / Equipment
Competence in whitefish - Baader Namibia

The local economy is still budding and when there’s an initiative to focus on industrialisation, it is welcomed with both arms, as it is seen as a way to boost the economy. Namibia is looking at seeing more growth at home in terms of having an industrialised economy and eventually produces its own final products fit for the local market. One such company that has taken heed of the call to assist in having an industrialised economy is Baader Namibia that has focused on serving the industry it operates in with advanced technology.

The company has a highly advanced machine that provides a top-notch and faster service within the local fishing industry. The machine, called the Baader 588, is a filleting machine for fresh and defrosted whitefish and also performs exceptionally well with soft fish.

In this month Baader introduced new filleting machine for fresh and defrosted whitefish follows the success story of the well-known Baader 581 high-speed salmon processing machine. The Baader 588 bake filleting machine was introduced into the local market recently. This machine is designed in the same manner with respect to hygiene, food safety, maintenance, performance and fillet quality as the Baader 581 success story.

High Throughput

A stable run of the fish through the machine guarantees higher throughput.

High Speed

The Baader 588 is able to run about 40 fish per minute. The speed is a step less adjustable.

Best Fillet Quality

The fillet quality is extraordinary and is even on soft fish such as haddock and hake. The surface is very smooth, no gaping occurs and there are no bloodspots.

This as a result of less stress on the fillet because there are no stickle and scraper knives used. In addition, the fillet is also not affected by the rotating flank knives.

Best hygiene performance

The design of the machine is very open and all relevant parts can be opened or lifted for easy cleaning.

Easy operation

Baader 588 is very easy to operate; is cam-controlled and there are no electronics, no pneumatics needed. A small touch panel is available for intuitive operation.

ABOUT BAADER

Although it has a Namibian branch, Baader is also an international group with more than 95 years of innovations based on family values. The Baader Group is a world-renowned manufacturer and supplier of advanced high quality food processing machinery and solutions with experience in designing and production of high-tech equipment since 1919. Baader Namibia started operating in October 1992, and presently has 13 employees. The local group also provides service and equipment to the meat and poultry industry.

The Baader Group with its competence in fish processing, poultry processing, separator technology, weighing and grading and business solutions is one of the strongest and most innovative businesses in the global food processing industry.

Presently, Baader’s major competencies include product ranges such as fish processing machines and systems; machines and solutions for the poultry processing industry; the versatile belt separators, weighing and grading systems as well as business software solutions. Baader also takes pride in being a self-reliant, team oriented and group independent company whose corporate policy is to achieve the highest levels of efficiency and cost effectiveness with dependable and reliable products and solutions for the food processing industry.

The group of companies is family-owned and led by Petra Baader, the board chairperson, since 1995. Baader offers complete processing solutions to the industry ranging from gutting, heading, filleting, skinning, trimming, and final inspection to sizing and grading.

The Baader Group focuses its development on solutions for modern fish processing with a commitment to quality in all phases of the process. The company’s mission is to assist its customers worldwide in providing safe food to all consumers in an efficient and responsible way.

Fishing Industry 30 March 2017

Optimizing the Quality and Yield of every fish!

The BAADER 588 is an advanced unique filleting machine for small and medium whitefish - fresh or defrosted. It is designed in a completely new manner with respect to yield, hygiene, performance and fillet quality.

A stable run of the fish through the machine guarantees higher throughput. The fillets from this new BAADER 588 are of an extraordinary quality – even with soft fish.

Customer Benefits:

- State-of-the-art hygiene
- Latest safety standards
- High speed (up to 40 fish/min)
- Best fillet quality - even on defrosted fish
- Open design
- Easy cleaning
- Water cooled motors
- Easy maintenance
- Stainless steel
- No electronics / cam-controlled
- No pneumatics needed
- Adjustable operator platform for better ergonomics
- Fish counter available
- Easy to operate via touch panel

Technical Data

<table>
<thead>
<tr>
<th>Fish Species</th>
<th>Working Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scomber Pollock</td>
<td>120 - 450gr.</td>
</tr>
<tr>
<td>Hake</td>
<td>160 - 910gr.</td>
</tr>
<tr>
<td>Atlantic Cod</td>
<td>300 - 1500gr. (head on)</td>
</tr>
<tr>
<td></td>
<td>30 - 800gr. (head on)</td>
</tr>
<tr>
<td>Haddock</td>
<td>35 - 55cm (head on)</td>
</tr>
<tr>
<td>Saithe</td>
<td>35 - 55cm (head on)</td>
</tr>
<tr>
<td>Pacific Cod</td>
<td>upon request</td>
</tr>
</tbody>
</table>

(Data confirmed by industrial trials - further tests will follow)

Throughput: up to 40 fish/min (depending on operator skills and fish species)
The Process

Grown in clear waters:
To achieve an original exquisite taste, our oysters are grown in waters rich in micro algae in a sheltered bay. The bay is zoned off to ensure that the water is free from pollution or any other effluents.

Harvested onto the vessels:
Once an order is received the oysters are harvested with a vessel at sea and transported to a land based facility where they are graded, cleaned and placed in holding tanks.

The cool temperatures of the holding tanks preserve the sweet savoury taste.

Processing for quality:
You can enjoy the delicate taste of our fresh live oysters.
Our oysters are graded into:
- Cocktail (40-50g)
- Medium (50-70g)
- Large (70-90g)
- X-Large (90-110g)
- Jumbo (110-130g)
- Jumbo-plus (130-160g)
We have sizes to fit all your culinary needs.

Preparing for export:
Fresh oysters are packed into 20kg poly boxes with ice packs to keep the oysters cool. Depending on the size, every box contain between 175-250 oysters.

With Tetelestai oysters, you are always guaranteed exceptional value for money. Order your delicious world-class oysters today. Let your customers or guests enjoy the fresh succulent flavours unique only to Namibia.

Walvis Trawl are the sole agent for the Marport’s Deep Sea Technology in Namibia. This technology is a fish monitoring system which uses a speed and symmetry sensor to aim and allows for the exploration and monitoring of trawl and trawl doors in order to indicate the movement of fish in the trawl and codend.

Marport TE-150-NBTE is the compact digital single axis net sounder of the Trawl Explorer family, it is supplied with the mounting plate allowing easy operation on head rope or tunnel.

Marport compact Trawl Speed TSG-0-00 is the latest product introduced in the market. And It integrates a high resolution dual axis EM log to measure along and across (Symmetry) speeds.

Furthermore, it is fully compatible with existing trawl speed brackets and receivers. The unit has pitch integrated and can be set to function as grid sensor; thus making it the most flexible and technically advanced digital trawl sounder in the world.
EU market

“We want to ensure that that farm is functioning well and is economically sustainable. For now, we will focus on reducing risks and costs while increasing exports”

THE Gendev Fishing Group (GFG) has invested approximately N$320 million into the local economy over the past three years. The group is 72% Namibian-owned and currently employs around 880 Namibians, of which 180 are new staff members who have been employed to work on the company’s hake operations.

Volker Paulsmeier, Gendev group chief executive officer said that the company is extremely proud of being in line with the Ministry of Fisheries and Marine Resources’ scorecard which will determine the quota allocation. “This scorecard looks at different criteria such as investment, value addition, employment, shareholding and corporate social responsibility.”

Paulsmeier said the Gendev Group is continuing with its value adding drive to extend this important part of the business. “We have made great progress with value added products such as our omega polony, made from horse mackerel. We also add value to snoek and hake but we focus on horse mackerel as our core business. We have no quota for snoek, but purchase it and then add value in our land-based factory. The GFG horse mackerel factory needs a maximum of 40,000 tonnes to operate optimally and are positive that our allocation can be increased in the current period as this would lead to greater expansion of our product value range and services and inevitably also create more employment opportunities for Namibians.”

CORPORATE SOCIAL RESPONSIBILITY

Gendev Fishing Group believes that charity starts at home and therefore support has been to the local community where possible. The GFG has in the past assisted the Walvis Bay Police Station with renovations, a few feeding schemes at Dordabis and have employed a soccer team, Walvis Bay, the SPCA, few feeding schemes at Dordabis and the allocation can be increased in the current period as this would lead to greater expansion of our product value range and services and inevitably also create more employment opportunities for Namibians.”

CHALLENGES

The fishing industry is volatile and GFG faces a number of challenges – all of which have an impact on operations and profits. These include, for example, the sizes of fish which have been smaller than usual over the last season. “We also spread our wings a bit by supporting the renovations of the school hall at Dordabis and we will identify more deserving projects in our country in the near future,” Paulsmeier said.

Gendev pumps over N$300m into local economy

ADDITION VALUE TO PRODUCTS

Value addition to raw products helps local companies to add value to raw materials but in terms of oysters, Blaauw said the highest added value is when the oysters are sold and consumed fresh because they are of a higher quality than the ones that are canned. “Asian markets prefer our oysters fresh and live. The meat is bigger and they have a higher fat content, which give them a fuller, sweet taste. When we look at things to add value on, it would maybe to take the meat out of its shell and sell it like that. However, people prefer to consume our oysters fresh,” he said.

In terms of plans for the future, the plan is to reduce risks and costs as far as possible and they will focus on moving the farm to the salt pans, which is a more controlled area. “We want to ensure that that farm is functioning well and is economically sustainable. For now, we will focus on reducing risks and costs while increasing exports,” said Blaauw.

In open ocean waters, we cannot do much when sulfur eruptions occur. What we do is take some of the oysters to our other farms outside the lagoon area. We have a small farm at Donkey Bay and at Patrys Berg, and at the end of 2015 we started farming at Donkey Bay and at the end of 2015 we started farming at the Salt Pan area,” he added.

He said they have an aerator that provides more oxygen to rid the affected waters of sulfur in the Salt Pan area. “In salt pans, which is a more controlled area.”

Government has called for local companies to add value to raw materials but in terms of oysters, Blaauw said the highest added value is when the oysters are sold and consumed fresh because they are of a higher quality than the ones that are canned. “Asian markets prefer our oysters fresh and live. The meat is bigger and they have a higher fat content, which give them a fuller, sweet taste. When we look at things to add value on, it would maybe to take the meat out of its shell and sell it like that. However, people prefer to consume our oysters fresh,” he said.

In terms of plans for the future, the plan is to reduce risks and costs as far as possible and they will focus on moving the farm to the salt pans, which is a more controlled area. “We want to ensure that that farm is functioning well and is economically sustainable. For now, we will focus on reducing risks and costs while increasing exports,” said Blaauw.

We deliver sustainable high quality fish products while protecting the environment

VISION

We produce and deliver the freshest best quality fish and service to Namibia and the world

VALUES

We care
We serve
We think smart
We grow people
We talk to each other
We walk the talk

Invested in Namibia -

through first land based horse mackerel factory, freezer and factory upgrades, purchase of modern trawl vessel, value added products and ongoing employment creation.

Proudly supplying customers in Namibia, South Africa, Mozambique, Zimbabwe, Angola and the Congo.

Market leader in IQF Horse Mackerel

1 kg packs Gendev brand and Namibia Fish brand.
FNB aims at growing market share in fishing industry

Since the fishing sector will always be prone to external shocks and fundamentals, like currency volatility, volatile international prices, oil prices and other natural factors, FNB’s risk assessment is critical, both for internal risk management but also to assist the client. Fanie Steenkamp, head of commercial banking at FNB said the bank’s strategy is to focus on their core products, which are transactional, investments, lending and insurance.

“This partnership approach is further enhanced by our strategy to bank the full ecosystem of the client thus providing seamless solutions to the client, his or her suppliers and customers,” said Steenkamp.

He added that FNB supports the fishing industry in providing long-term loans for capital projects, working capital facilities to assist its clients in growing their operations and asset finance products to assist its clients to expand and renew their plant and equipment. “Specialised financial products are available to finance fishing vessels. FNB/ RMB also provides other services to the players in the industry such as forex, exchange control and so forth,” he said.

Steenkamp noted that the fishing industry in Namibia is a well-protected industry, which should provide sustainable resources in the foreseeable future.

He stressed that as technology improves and the impact of ‘value adding to the product is refined, this industry would continue to grow and contribute sustainable growth figures to the Namibian economy.” This industry is a significant employer in the region, making sustainable resource utilisation critical. For the past two years the industry was stable, generally speaking. The Namibian fishing industry will always play an important role in the local economy because the quality product is well- sought after in all parts of the world,” he added.

He noted that due to the diverse needs of clients in this sector, the commercial banking solutions are tailor-made to cater for each client’s needs and cash flow.

FNB has a long history in the banking business as the bank believes in helping the businesses that operate in local communities, which helps to improve the economy.

FNB also understands the significant role that logistics plays within the retail and manufacturing supply chain. That is why the bank is committed to providing its clients with the best in financial services and innovative banking solutions. With many factors such as exchange rate volatility, energy costs, security and inflation influencing the logistics sector, FNB believes that financial services should be the least of its clients’ concerns.

FNB’s understanding of this dynamic industry gives it unparalleled insight into the risks and opportunities facing the logistics businesses. This industry is a traditional capital-intensive industry, making a reliable banking partner a key success factor.

The bank’s specialists are knowledgeable on trends and regulation changes affecting the industry, enabling it to offer expertise and knowledge coupled with customised solutions to ensure that clients keep the goods moving, including a range of investment opportunities required to help companies achieve their expansion goals. For example the recent 48 hour accelerator savings product offers capital and returns, with quick 48 hour notice access to funds, at excellent rates. FNB also offers a full range of financial products and solutions for unique business needs, including installment sales, leasing and rental, full maintenance leasing, off-balance sheet financing, structured payment methods to match cash flow needs and fixed and variable interest rate options. The bank also offers credit lines to accommodate future capital expenditure requirements, importation finance, comprehensive insurance, fleet fuel, oil and toll cards. In addition, FNB also offers finance for vehicle fleets, plant and equipment, commercial vehicles, manufacturing equipment and aircraft.

how can we help you?

Get a great rate with quick access.

48-Hour Cash Accelerator

FNB is proud to introduce an investment product designed specifically for business customers that offers high return on a very short notice period – only 48 hours!

Product Features
- Capital is guaranteed and interest rates are linked to prevailing market interest rates, and will only adjust subject to notice.
- Minimum opening balance of N$1 000 000
- Access up to 100% of available balance with 48 hours’ notice – at no cost
- Add any amount, at any time
- Scheduled Transfers allowed

Fees
- No monthly, advisory or annual management fees
- Electronic transfers are free

Closure or Withdrawals
- Should you need to withdraw some or all of the investment funds, you are required to give 48 hours’ notice

Interest
- Interest is calculated daily and capitalised monthly
- Interest can be redirected to another FNB account or another bank’s account
- Account balances are tiered and attract tiered rates (the higher the balance, the better the interest rate)
- The highly competitive interest rate can only be earned on balances of N$500 000 and above

<table>
<thead>
<tr>
<th>Amount</th>
<th>NACM</th>
<th>Effective</th>
</tr>
</thead>
<tbody>
<tr>
<td>N$500 000 - N$999 999</td>
<td>6.75%</td>
<td>6.96%</td>
</tr>
<tr>
<td>N$1 000 000 - N$4 999 999</td>
<td>6.95%</td>
<td>7.18%</td>
</tr>
<tr>
<td>N$5 000 000 - N$9 999 999</td>
<td>7.15%</td>
<td>7.39%</td>
</tr>
<tr>
<td>N$10 000 000 - N$19 999 999</td>
<td>7.45%</td>
<td>7.71%</td>
</tr>
<tr>
<td>N$20 000 000 +</td>
<td>7.75%</td>
<td>8.03%</td>
</tr>
</tbody>
</table>

*Nominal Annual Compound Interest

Considerations: 48-Hour Notice Deposit

<table>
<thead>
<tr>
<th>Consideration</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security value</td>
<td>100%</td>
</tr>
<tr>
<td>One view of balances</td>
<td>Yes</td>
</tr>
<tr>
<td>Ease of transacting</td>
<td>Yes</td>
</tr>
<tr>
<td>Availability</td>
<td>48 hours</td>
</tr>
<tr>
<td>After-Tax Return</td>
<td>Good</td>
</tr>
<tr>
<td>Fees</td>
<td>No</td>
</tr>
<tr>
<td>Return transparency</td>
<td>WYSIWYG+</td>
</tr>
<tr>
<td>Guaranteed rate</td>
<td>Yes</td>
</tr>
<tr>
<td>Stable rate known upfront</td>
<td>Yes</td>
</tr>
<tr>
<td>Subsidising short term investors</td>
<td>No</td>
</tr>
</tbody>
</table>

Contact your Relationship Manager, your nearest FNB Branch or FNB Business at Tel 061 299 2603

Investment Team: Julia Mukusuka at Tel: (061) 299 7112 / mukusukaj@fnbnamibia.com.na & Agnirelia Kiesebe at Tel: (061) 299 7648 / akeiseb@fnbnamibia.com.na
Seaflower celebrates 10 years of the Luderitz Crayfish Festival

The Seaflower Group is proud to be associated with the Luderitz Crayfish Festival as we mark 10 years of celebrating crayfish fiesta!

Over the ten years, we have played a vital role in the following:

- Ensuring that there is crayfish for sale at the festival
- Delighting visitors with the live crayfish demonstrations and shows
- Assisting with logistics
- Contributing financially
- Being the main sponsor since 2016

Visit the Seaflower group stand at the 10th Luderitz Crayfish Festival 2017 as we share our marine wealth.
Namibia Fish
Consumption Promotion Trust feeding the nation

W alvis Bay headquartered Namibia Fish Consumption Promotion Trust (NFCPT) has been promoting the consumption of fish since 2001. Two main products supplied by the trust are horse mackerel and hake. The trust, which operates 16 shops in 12 regions, was established in March 2001 through a Cabinet resolution, with the mandate to promote fish consumption in the country.

The trust, through its corporate responsibility programme, endeavours to assist vulnerable community members through its generous donations, based on the needs of the identified communities. It furthermore supports a number of innovative and creative marketing and public relations events to promote its produce and services. In keeping true to this spirit of giving; the trust holds its annual quota of horse mackerel and hake, to this spirit of giving; the trust holds its productive and services. In keeping true to this spirit of giving; the trust holds its productive and services.

In line with its strategic objectives, the trust participates in regional promotions on a monthly basis at the regions and constituencies where the trust is not visible. Through its team of dedicated chefs, the trust educates the public on how to clean and prepare the different types of fish it offers. In addition, the trust participates at the various expos and trade fairs held around the country to advance its educational mandate on the benefit of consuming fish.

The trust benefits from an annual quota of 1000 tonnes of horse mackerel and 13 000 tonnes of horse mackerel depending on the annual Total Allowable Catch (TAC). These allocations enable the trust to fulfill its mandate and also raise funds for its operations.

With their fish selling for N$15.35 per kilogramme for the horse mackerel 18+ and N$29.70 per kilogramme for hake, the trust’s annual sales range from N$55 million to N$90 million.

The Namibia Fish Consumption Promotion Trust’s drive seems to be yielding positive results as more and more people are now including fresh fish as a part of their daily diets. It is therefore no surprise that the fish quota allocated to the trust is exhausted before the year reaches the halfway mark, thus requiring the trust to buy fish from private companies to supplement its own quota.

Namibia, which is primarily known as a meat-consuming nation has welcomed the consumption of fish. Figures released by the trust shows that fish consumption has gone up tremendously in the northern and Khomas regions as seen below:

- To further increase local consumption of healthy fish products, the trust opened a restaurant at Ongwediva, called Coral Reef in 2006 and a takeaway shop at Swakopmund which was opened in 2003.
- Another challenge faced by the trust is meeting the product needs of the different local fish consumer market segments. For example, the trust’s market research has indicated that the more affluent communities in Namibia prefer to eat salmon and tuna, but the trust does not have a quota for these types of fish.
- Another challenge, as mentioned earlier, is that the fish quota granted to the trust is depleted early in the year forcing it to buy from other suppliers where prices may not be affordable.

For more information, please contact the marketing and communications department at Tel: 064 204508 or by Fax at 064 204494 or visit the website www.nfcpt.com.au.

**REGION CONSUMPTION**

<table>
<thead>
<tr>
<th>REGION</th>
<th>CONSUMPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Khomas region</td>
<td>1 371mt Fish shop and Dabahu fish shop</td>
</tr>
<tr>
<td>Otahaka region</td>
<td>1 620mt Ongwediva and Okahandja</td>
</tr>
<tr>
<td>Oshana region</td>
<td>1 317mt Ombili fish shop and Oshetu fish shop</td>
</tr>
<tr>
<td>Ohangwena region</td>
<td>925mt Eenhana</td>
</tr>
<tr>
<td>Kaokoveld East region</td>
<td>851mt Rundu</td>
</tr>
</tbody>
</table>

**SPACE:**

Apart from vehicle handling, the Botswana dry port with 36200 square metres still has more than enough space for bulk handling, container handling, and warehousing.

**EXCELLENT SERVICE:**

Products imported and exported to customers via sea and rail efficiently, safely and cost effectively.

Sea rail to make cold storage facilities available for Fishing companies

**OPTIMISTIC:**

Dry Port manager of Sea Rail, Derrick Mokgatle is looking forward to partnerships with fishing companies who wish to use the dry port cold storage facilities.

**SPACE:**

Apart from vehicle handling, the Botswana dry port with 36200 square metres still has more than enough space for bulk handling, container handling, and warehousing.

**EXCELLENT SERVICE:**

Products imported and exported to customers via sea and rail efficiently, safely and cost effectively.
YOUR FAVOURITE
Horse Mackerel 16+
Now available in branded plastic at our Northern Outlets for only
N$ 14.60 per kg

Contact us at:
Tel: +264 64 204 508/11
Fax: +246 64 204 494
www.nfcpt.com.na
Trawl Warp Serial Killer

**C** AVEMA Fishing focuses on Namibianisation

Chairman of Camposatu, Hosea Nico Kalyamo

The shareholding structure of the firm is in line with the national drive for industry Namibianisation.

**OUR PEOPLE**

With an experienced and dynamic management team, the company employs more than 100 people in its operations at sea and on shore. Continuous employee training and education are at the core of the company philosophy. Bursary schemes and on the job training is some of the initiatives undertaken.

**OPERATIONS**

Cavema Fishing is involved in fishing, processing and marketing activities in the Namibian mid-water fishery. Factory freezer trawlers do the commercial fishing while the final product is discharged and distributed via cold storage facilities in the port of Walvis Bay. The main product harvested and produced is horse mackerel (Trachurus capensis). Horse mackerel is a relatively low value and high volume fish resource that is marketed to West Africa and Southern Africa as a source of affordable protein. The operation harvests, processes and distributes about 30 000 tonnes of horse mackerel per annum. All final products are sold under the exclusive brands “VECAMAR FISH” and “OSHONGO”.

Robert Joel Shimooshi, Chairman of Vernier Investments and the head of operations at Cavema Fishing said Cavema Fishing is proud to announce its latest milestone in terms of future investments, Cavema recently saw the return of its fishing vessel, the “Cavema Star” formerly known as “Flipper 9” after a major modernisation upgrade in Spain. The planned refit of the trawler was over a period of six months and cost the company more than N$50 million.

In the result, the “Cavema Star” is the first and only mid-water trawler in Namibia that is fitted with ammonia-based refrigeration equipment, dramatically reducing its carbon footprint and emissions of greenhouse gases.

The vessel was upgraded with increased daily processing capacity as well as improved working conditions for the crew and officers on board.

The also company modernised the bridge with focus on the latest technological developments in fish finding equipment as well as safety and communication equipment. Shimooshi reaffirmed the commitment of the company towards reinvestment in the future rather than looking for short-term gain.

“We want to ensure the future of our industry and that is only possible through constant reinvestment and continuous technological innovation,” he said.

Fishing for Namibia

Our final product is horse mackerel, sold under the company exclusive brands “VECAMAR FISH” and “OSHONGO”.

**HOME OF:**

**Camposatu Investment (Pty) Ltd**

- **Camspor Investment cc**
- **San Fishing (Pty) Ltd**
- **Oshongo Fishing Company (Pty) Ltd**
- **Tulimevava Fishing cc**
- **Posinyanga Investment (Pty) Ltd**

**Vernier Investment (Pty) Ltd**

- **Tukondjeni Investment cc**
- **Aquamarine Sea Food cc**
- **Katuka Fishing Group (Pty) Ltd**
- **Ohere Rural Empowerment Con (Pty) Ltd**
- **Omega Offshore Investment cc**
during its working life in order to spread the cost over an increased amount of fishing days at sea is a common goal for both operators and suppliers. The fishing grounds are a tough, unpredictable and physically tiring working environment so it makes good sense to keep maintenance of the guiding on gear as simple and cost effective as possible. This is why I am urging our customers to follow the example of the North Sea fishing fleet and consider an alternative to the welding in of sheaves to protect their trawl warp from unnecessary and avoidable damage,” says Wallace.

SOUTH AFRICA
1 Kempenfelt Road
Paarden Eiland 7405
Cape Town
PH: +27 (0)21 5103532
info@africanmaritime.co.za

NAMIBIA
2003 Ben Amathila Avenue
Walvis Bay
PH: +264 (0)64 209469
info@africanmaritime.com.na

www.africanmaritime.co.za

Southern Africa’s leading supplier of commercial fishing gear 1995-2017
Scombrus Fishing (Pty) Ltd is an established player in the Namibian Midwater Fishery with proven record of sustainable and efficient fishing operations. The company owns and operates a Midwater Freezer vessel, the Mediva Star with sufficient capacity to produce more than 25,000 tons of final product per annum. The MFV Mediva Star is a Dutch build fishing trawler with freezing capacity of over 110 tons per day and total cargo of 1200 tons. The vessel is NSI approved and uses the port of Walvis Bay as its discharging and supply base.

Scombrus Fishing aims to create maximum employment opportunities for Namibians and to contribute to the economic and social well-being of the Namibian nation. The company is well aware of its responsibility towards the less privileged members of our society and our Social Responsibility Program is a testament to the company’s dedication and commitment. The company has a growing chain of fish shops in the rural areas of northern Namibia with plans to further grow its footprint.

Contact Details:
P.O. Box 5981, Walvis Bay | Tel: 064 202858 | Fax: 064 202851 | email: info@scombrus.com.na

Our brief history
The company was founded as a Joint Venture (JV) between Kuiseb Fishing Enterprises (Pty) Ltd., and Gendev Fishing Resources (Pty) Ltd. The founders of the JV have over 20 years fishing experience and have crafted their dream through Hodago’s establishment. Hodago is a Nama-Damara derivative for “We found it”, referring to a milestone feat and beating the odds to bring their own catching effort and operator in the Horse Mackerel sub-sector to realization.

Our foresightedness
The dream is visionary in that Hodago endeavors to be the leading wholly Namibian-owned Mid-Water Trawling company, which adds value to both the product and personnel along the value chain whilst growing Namibia’s wealth.

Our pledge to Namibia is tantamount to Harambee
To sustainably harvest and distribute the Namibian fish resource whilst cognizant of the national interests for the collective good of all Namibians.

Our contemporary investment
Over N$100 million was invested to date since the purchase of a Midwater Trawling Vessel MFV Venus I. The vessel has a freezer capacity of 1250mt and can land approximately 28,000mt of quota per year.

Our operations
1st November 2015 heralded the first voyage of Venus I under the ownership of Hodago Fishing (Pty) Ltd. About 245 jobs has been created since inception. Namibianisation is at the heart of this vibrant entity and as such training is undertaken to equip Namibians with requisite skills to handle those trades for which foreign skills are utilized. The process, although timeous, has been ignited and is taking momentum.

Our product pride
We have perfected the fish quality within the prime package of the 3x10 (3 lines of 10kg) Horse Mackerel. By-catches include snoek, angel, gurnards, squid, hake, etc.

Our responsibility as a corporate citizen
Amongst our many social responsibility initiatives, in May 2016, we supported the endeavors of the First Lady Madame Geingos. This was evidenced through a donation of N$20,000 handed at the launch of the One Economy Foundation. In June 2016, we joined forces and rallied behind The President’s Winter Initiative with a donation of food items totaling N$260,000. This was launched by H.E Excellency Dr Hage Geingob.

We further undertook to support the Okangororosa Combined School Project and approximately N$285,000 is committed towards ablution facilities for the current period (2017).