

COOPERATIVE FISH MARKETING IN BESERAH, PAHANG

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CLOSED
STACKS

With Compliments
from the
writer
M. Fairulab

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This study is connected with similar work in South East Asia which is being organized by the Food and Agricultural Organization through regional coordinators. In Mr. E. F. Senevanik of the University of Hong Kong. In fact, this study was made at the request of the Federation Fisheries Headquarters.

PURPOSE OF SURVEY

The purpose of this survey is mainly to study the Kempong Di. Pantai Beserah Fishermen's Cooperative Credit and Marketing Society, Ltd., in Beserah - its activities, scale of operations, and its impact on the living conditions of the fishermen. It is also proposed to investigate

Chapter I

INTRODUCTION

The realisation in Government circles of the importance of fishing in the peasant economy of Malaya has given rise to the formation of various committees to investigate the industry. In the Federation of Malaya, quite recently (in September, 1956) the Federal Legislative Council adopted in principle all the recommendations put forward by the committee headed by the Federation Minister for Agriculture and Fisheries, Inche Abdul Azis bin Ishak. Before the release of this committee's report, another similar report was completed by the Johore Government.

However, this study of the fish marketing cooperative in Kuantan is a prelude to a more extensive study which, it is hoped, will contribute useful factual information not only for development planning in Malaya, but also in other countries in the Indo-Pacific region, which is of special interest to the Food and Agricultural Organisation of the United Nations.

This study is coordinated with similar work in South East Asia which is being organised by the Food and Agricultural Organisation whose regional coordinating officer is Mr. E. F. Szecepanik of the University of Hong Kong. In part, this study was made at the request of the Federation Fisheries Headquarters.

A. Purpose of Survey.

The purpose of this survey is mainly to study the Kampong Di-Pantai Beserah Fishermen's Cooperative Credit and Marketing Society, Ltd., in Beserah - its activities, scale of operations, and its impact on the living conditions of the fishermen. It is also proposed to investigate

the fish marketing arrangements and living conditions of the fishermen in Tanjong Lumpur, a comparable kampong in the same district, which does not have a cooperative society.

B. Method.

Three categories of fishermen were selected and 17 members of each group were interviewed by the investigator. They included members of the Society in Beserah, non-members living in the same village, and fishermen living in Tanjong Lumpur. Fifty-one households were visited and requested to provide information, which was recorded on separate questionnaires¹. The completed questionnaires were examined and, where necessary, further visits were made to check the accuracy of statements or to fill in more details.

Selected data were then tabulated in the University of Malaya, and part of this report was based on these tabulations. Some of the material has been obtained from various people in the two villages and from Government officials whom the writer interviewed. Written sources, such as Annual Reports and other relevant documents from the Department of Fisheries Cooperative Development and Rural and Industrial Development Authority, have also been referred to.

The period of investigation was from August 2, to September 29, 1956. Despite this short time, the writer was able to gain the confidence and cooperation of the villagers. This was due to the fact that he is a Trengganu man himself and that the majority of the villagers are originally from the same State.

1. The questionnaire was finalised after the writer had been in the area about a month, and is attached as Appendix I.

C. Geographical Scope.

The survey was confined more or less to the Local Council areas of Beserah and Tanjong Lumpur¹. Both are in the District of Kuantan. Beserah is situated along the Pahang coastal strip about six miles northeast of Kuantan Town, while Tanjong Lumpur is situated at the promontory of the right bank of the Kuantan River. Beserah comprises an area of about 794 acres and Tanjong Lumpur about 716 acres, with a population of 3,500 and 1,040 respectively.

The number of fishermen who live solely by fishing is nearly one-seventh of the total population. Their houses are built along the coastal strip, approximately two miles long and, typical of most East Coast fishing villages, are closely grouped together.

Tanjong Lumpur is also a fishing village, about six miles southwest of Beserah. It has been fairly prosperous for a number of years and has attracted many fishermen, mainly from Frangene, to seek their livelihood there. Migration of Frangene fishermen occurs yearly, immediately after the season. When the season is about to start, they usually return home with the catch which they have earned during their stay in Tanjong Lumpur. A few fishermen have remained in Tanjong Lumpur, which is now their permanent home. It is partly through this migration that the fishing population increases from year to year.

Tanjong Lumpur is also known for its collection of marine shells and other objects. There are about 200 fishermen in Tanjong Lumpur, the majority of whom work for the local boatmen. Some are independent.

1. Sketch map of the area is attached as Appendix II

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Chapter II

General Economic Conditions

A. Description of the Two Villages.

The Mukim of Besarrah is divided into the villages of Besarrah Darat and Besarrah Pantai. In the latter, the population is more concentrated and the main occupation is fishing. The total population of the entire Mukim is estimated at about 5,000, consisting of landowners, rubber tappers, businessmen, shopkeepers, fishermen, etc. The number of fishermen who live solely by fishing is nearly one-seventh of the total population. Their houses are all built along the coastal strip, approximately two miles long; and, typical of most East Coast fishing villages, are closely grouped together.

Tanjong Lumpur is also a fishing village, about six miles southwest of Besarrah. It has been fairly prosperous for a number of years and has attracted many fishermen, mainly from Trengganu, to seek their livelihood there. Migration of Trengganu fishermen occurs yearly, immediately after the monsoon. When the northeast monsoon is about to start, they usually return home with the money which they have earned during their stay in Tanjong Lumpur. A few of these migrants have remained in Tanjong Lumpur, which is now their permanent home. It is partly through this migration that the fishing population increases from year to year.

Tanjong Lumpur is also engaged in boat-building, coconut sap collection for making "manisan"¹, ferry services, trade and shopkeeping. There are about 230 fishermen in Tanjong Lumpur, the majority of whom work for the local towkays². Very few are "independent."³

1. Coconut sugar.

2. See page 7

3. Independent in the sense that they are not tied to any Towkay. They are owner-operators.

Basic Information About Village Fishermen.

Factual information gathered from interviews of 18 fishermen (six each category¹) is summarised below. These fishermen are all heads of households.²

Three is the average number of persons per member fisherman's house in Beserah; whereas the average per non-member house in the same village is four. The same applies to Tanjong Lumpur, that is, four persons to each house.

It is noteworthy that among the 21 persons who make up the six member³ households in Beserah, 13 are males and only 8 are females. In the 12 non-member households and in Tanjong Lumpur, the sexes are evenly distributed - each of the six household groups has 12 males and 12 females.

All those below the age of 15 are designated as children, and those over 15 as adults. There are six children in X group, ten in Y group, and nine in Z group, of whom only one in the X group is in school, five in Y and five in Z.

The adult distribution in the three groups is almost similar. There are 15 adults each in X and Z groups, and 14 in Y group. The number of male literate adults differs greatly among the three groups - 7 in X, 4 in Y and 6 in Z. They are literate in the sense that they are able to read (not necessarily write) Jawi or Rumi script, the Koran, or both. In the case of female adults the distribution is just the reverse. However, it is to be noted that most of the female literates are literate in a limited sense, that is, they are able to read the Koran and perhaps a sprinkling of Jawi script. Among the three groups, male adults in X group

1. Three categories: (X group) members of the Cooperative in Beserah Pantai; (Y group) non-members in Beserah Pantai; (Z group) fishermen in Tanjong Lumpur.

2. See Appendix III.

again constitute the largest number of those who are able to read a daching¹.

Of the six heads of households in X group, 4 are locally born persons; in Y there are 3 and in Z only one. This shows that Tanjong Lumpur has attracted more migrants than Besarrah.

Members of households, excluding the heads, who are gainfully occupied vary in the three groups. By "the gainfully occupied" is meant those who help to add extra income to the households or produce some household requirements, such as mats and attap, which otherwise would have to be bought. In X group there are seven such persons, five in Y and three in Z.

Generally speaking, the household structure of the three groups does not differ very much. However, the trend of literacy and ability to read a 'daching' shows that the more literate members of the fishing community are more interested in organising themselves in order to improve their living conditions.

The trend of migration suggests that there is greater scope for fishing activity² in Tanjong Lumpur than in Besarrah. This suggestion is quite plausible when we consider the favourable geographical position of Tanjong Lumpur. The village is close to the beach and situated near a deep channel where boats can come in and leave in all tides. It is also sheltered from heavy seas on its northeastern side by a fairly high hill which protects it to some extent from the northeast monsoon winds. At the end of each day's fishing, boats in Tanjong Lumpur are not pulled up but tied to poles stuck in the ground at the water's edge. The sea approach to the beach of Tanjong Lumpur is also less rough than that near Besarrah. Thus, the fishing craft used in Tanjong Lumpur are comparatively more long lasting than in Besarrah.

1. Daching is an instrument for weighing, similar to the steelyard in its principle of operation.
2. For example, in November, 1956, fishermen in Besarrah went out only four days, while those in Tanjong Lumpur went out twelve days.

C. The Role of the Towkay.

A very important personality in village life is the towkay.¹ The towkays own fishing businesses and provide the local fishermen with boats and gear. They also employ fishermen on the basis of a fixed price per catch. In some cases, the towkays charge rent for the use of boats and gear and allow the fishermen to auction most of their catches on the beach. The remaining part of the catches is then sold to the towkays at the towkays' own price. These towkays are also fish driers and they employ wage labour² on a piece-rate basis for curing and packing dried fish. The towkays often give advances to the fishermen who work for them, as part-payment for future catches, and these advances clearly bind the fishermen to the towkays.

D. Capital Equipment.

The main capital equipment for a handline fisherman consists of:

- (i) a small non-powered boat about 14 feet long with a 3-foot beam; and its requisites - sail and ropes
- (ii) 20 floats and requisites - hooks and lines
- (iii) a net called "jaring umpan"
- (iv) two fishing lines.

The maximum value of the above equipment (when purchased new) is \$305 based on current market prices. However, the majority of handliners prefer to buy second-hand boats, which last for about 15 - 20 years, though they may buy new nets and floats³. Thus, the estimated capital investment for a handliner is about \$200 - \$250. On the basis of the durability and maintenance cost of all items mentioned, it is estimated that the total capital costs per year per handliner would amount to \$83.

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1. This applies more particularly to Tanjong Lumpur.
 2. Provided by the local women, most of whom are fishermen's wives.
 3. In Beserah floats are seldom purchased, but are made by the fishermen themselves.

My investigation shows that members of the Beserah Pantai Cooperative Society own comparatively better equipment than the non-members in the same village or the non-independent handliners of Tanjong Lumpur. It is calculated that the average value of capital equipment owned by each member is \$220, as compared to \$80 for similar equipment owned per non-member in Beserah Pantai. Many of these non-members do not have boats of their own. They must therefore use the towkays' boats. This is a fair indication of their low economic position because boats are their most essential asset. In Tanjong Lumpur, however, many of the handliners have their own boats, but the gear belongs to the local towkays. It is my impression that these handliners prefer to be with the towkays. They would need about \$60 - \$70 to purchase the necessary gear, should they decide to leave the towkays.

There is a great need for capital equipment among the non-member handliners in the two villages. As for the Tanjong Lumpur folk, it is essential that they should first be convinced of the need to organise on a cooperative basis and the advantages they would gain from such an organisation, if their economic position is to be improved.

At the outset the Society was mainly concerned with the marketing of members' fish so as to obtain a better price. It was not yet able to carry out its second object, that is, the want of capital. However, the successful achievement of the first object helped create a strong feeling of confidence in the Society, both among the members and Government. By September, 1946, the Society was given a KIMA loan amounting to \$25,000 secured by bills of sale. This made it possible for the Society to pursue its second object more definitely.

As a result, the Society's capital, the reserve fund, and the KIMA loan improved the Society's working capital. Together with the steady increase of its membership from 29 in 1945 to 73 in 1946, it was able

1. Actual amount of loan granted by KIMA (Federal and Industrial Development Authority) was \$25,000 at 6% interest.

Chapter III

The Kampong Di-Pantai Besarah Fishermen's Cooperative Credit and Marketing Society, Limited.

History and Functions of the Society.

This Society was registered on 31st October, 1949, with an initial membership of 20, each of whom subscribed a share of 500 payable over a period of five years. The share subscription was the Society's sole source of capital up to August, 1953.

The main functions of the Society can be summarized as follows:

- (1) the marketing of members' catches,
- (2) the provision of credit facilities for members,
- (3) the purchase of equipment - boats and tackle - for the Society and some members; also for house repairs for members,
- (4) the acceptance of members' deposits.

At the outset the Society was mainly concerned with the marketing of members' fish so as to obtain better prices. It was not yet able to carry out its second function, due to want of capital. However, the successful achievement of the first object helped create a strong feeling of confidence in the Society, both among the members and Government. By September, 1953, the Society was given a RIDA loan amounting to \$15,000¹ secured by bills of sale. This made it possible for the Society to pursue its second object more definitely.

As time went on, the share capital, the reserve fund, and the RIDA loan increased the Society's working capital. Together with the steady increase of its membership from 20 in 1949 to 73 in 1956, it was able

1. Actual amount of loan approved by RIDA (Rural and Industrial Development Authority) was \$25,000 at 4% p.a. interest.

to expand its scale of operations. A large part of the RIDA loan was used for the purchase of the Society's capital equipment¹. Members who wished to buy boats and fishing tackle were given loans on application to the Society's Committee. From July, 1955, the Society started to accept individual member's savings in the form of deposits called "Petarohan Biasa" and "Petarohan Khas". For each fisher-day², a member is required to deposit 10c as "Petarohan Khas"³ and to save with the Society about 10% of his day's income as "Petarohan Biasa"⁴. This was to instill in these members the idea of thriftiness, as some of the fisherfolk are generally rather improvident.

Though the repayment of RIDA loans have been regular, the credit side of the Society's activity might well cause concern to any investigator. There are always several overdue loans from members. The slackening of repayment by members is due partly to the fact that the Society does not charge any interest on loans to members. This is quite inconsistent with business practice and it is especially so since the Society itself is paying 4% interest every year to RIDA.

B. Reasons for Joining the Society.

Out of approximately 180 fishermen in Besaroh Pantai, only 73 are at present members of the Society. There are, however, several non-members who go out fishing with members and sell their fish through the Cooperative. The majority (90) of the non-members work for the three local townships, while the few independent fishermen are either indifferent to or ignorant of what the Cooperative actually does for its members.

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1. 5 boats, 3 pukot tarek nets and other fishing equipment, 2 curing sheds, a motor van, and a bull and a cart.
 2. A fisher-day means a day of work by one fisherman (that is a man-day) in which he returns with a catch.
 3. Petarohan Khas was started in March, 1953, as a result of protest by members against the payment of interest on the Society's loans to them. This special deposit is later used to supplement interest payment to RIDA.
 4. Petarohan Biasa was started in July, 1955.

Interviews with 33 members revealed the reasons why they have joined the Society. The most important was the need to free themselves of the middlemen's exploitation and to get better prices for their catches. In other words, pressure by the middlemen had driven them to organise their own fish marketing on a cooperative basis. Some joined the Society merely because they liked the idea of being associated with any organised group. Others who joined later were attracted by the Society's success and the proof that membership could improve their economic condition. The chairman himself (who is the village headman) played a very important part in influencing others to join.

The non-members, too, have their reasons for not joining. It must be pointed out that the Society's activities are confined to handline and "pukat tarek" operations. Other net-operators are not acceptable because the Society cannot cope with the marketing of yet more varied kinds of fish. Line fishing produces at least 14 - 16 kinds of fish, which have to be sold at varying prices.

Besides, the Society is meant primarily for small-scale operators who need organisation. Almost all those who work for the towkays are net-operators already more or less hopelessly in debt to them. The same may be said for the few handliners who are prevented from joining the Society by their indebtedness to the towkays.

In some measure the limitations of the Society's activities have closed the door to any fishermen who are already entangled with the towkays. The Society cannot undertake the risk of providing credit or new boats and tackle to such of these fishermen who wish to become members.

C. Benefits from Membership in the Society.

So far there have been no serious complaints by members against the way the Society functions. On the contrary, they claim that they are less subject to the unscrupulous practices of the peraih and towkays; they get better prices for their fish; loans are easily obtainable on reasonable terms. Even petty cash for current transactions, mainly for food, is made available to the most needy members. The problem of marketing has disappeared, and members are now able to stay longer at sea without fear that their catches will fetch a poor price. In this way the Society has helped to increase production.

The members now begin to see the benefits of cooperation. When a member discovers a good fishing ground, he informs other members, and this results in larger hauls. Hence all the members benefit.

Fishermen both in Beserah and Tanjong Lumpur put by savings whenever possible. They do not save cash in banks, but very often keep their savings in the form of jewelry. When they need cash during the monsoon period, for instance, they pawn the jewelry, which seldom returns to them¹. The members of the Society, no longer need to go to the pawnshops. They keep their savings in cash with the Society and can always withdraw their money when needed.

Loans are given not only for providing members with boats and tackle, but also for supplying materials for house repairs. This explains why housing conditions among members are generally better. The Cooperative can also arrange for insurance against occupational risk. In its Report, the Federal Committee investigating the fishing industry has recommended that "a number of insurance companies should be asked to submit proposals" regarding this².

1. Quite often they do not have the money to repay the loan.
2. I do not support this recommendation, but as an alternative I would suggest that the Government itself should set up an insurance board and not to leave this matter to the private insurance companies.

It is noteworthy that even non-members have also benefited from the Society's existence. Prices paid to them by the peraih usually approximate the Society's price (which is the current Kuantan market price, less 10% commission on sale).

Under the guidance of such an organisation as the Cooperative, these small-scale fishermen can look forward to better prospects.

The Cooperative has unquestionably helped greatly towards increasing the size of the members' catches and in decreasing the costs¹.

Members can see a definite advantage in increasing their production because they fully realise that their labour is equitably rewarded. This provides the incentive to work harder and so to earn more. However, such an incentive does not exist for those who work for the towkays; and we can well expect that their production would not appreciably increase despite the availability of good capital equipment provided by the towkays. It is not so easy to persuade these fishermen to work harder because they feel that no matter how much they exert themselves, only the towkays will profit.

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1. In the sense that they can easily get credit to buy fishing equipment, whereas before they had to borrow money from towkays who undoubtedly charged usurious rates.

Chapter IV

The Cooperative's Accounting System

This chapter attempts to describe in detail how the Society keeps its books. The following are the books¹ in use:

A. Catches Received. (Daily Entry No. 1)

Entries are made in this book by the Society's sales representative (who is also the Society's treasurer) while he is on the beach. He also weighs the catch and sends it to the Kuantan market. The entries consist of the names of individual member fishermen, types of fish caught, and their weight in katis and tahils. There is also a column for recording the total monetary value of fish brought in per boat (usually of one member or two members).

The entries for this particular column are made by the Society's part-time clerk² on the following morning. He is informed of the previous evening's prices per kati by the sales representative. This is his most time-consuming task. It is a very elaborate job and must be done daily for 30 or 40 members. After calculating the value of each type of fish for each member, he adds all the individual values together to get the total value of the member's fish sold on the previous day. The total value is the member's gross income for the day, and the amount is then transferred to another book (Daily Entry No. 2).

B. Individual Member's Production and Income. (Daily Entry No. 2)

All information from Book A is transferred to Book B by the part-time clerk on the following day. Additional entries are made, such as

1. For sample pages from these books see Appendix V

*2. He has a fixed salary of \$50 per month

the 10% commission on sales, deposits, etc. (see Appendix Vb). When the particulars for all the 30 - 40 members are entered, the clerk adds up all the figures to get the total daily turnover, quantity and value, as well as other totals.

During the period of normal catch, the clerk cannot cope with the amount of calculation and writing to be done daily. The chairman often comes to his rescue, but sometimes he is otherwise occupied, not only with the Society's business but also with village matters. As a result, the accounts are frequently not up-to-date.

This book contains the most important records from the point of view of an analyst interested in production and income of the member fishermen¹. However, practically all the totals for the daily sheets for a whole season (1955-1956) are left blank. (Considering the amount of clerical work involved, I suggest that the Society should acquire a simple calculating machine.)

C. Wet Fish Sales. (Daily Entry No. 3)

Columns for types of fish sold, quantity, places of sale, total sales and prices per kati of various fish are provided in this book. Of these, the columns for total sales and prices per kati are frequently left blank. These data, if well kept and analysed, would be of great help to the Society.

These entries are made by the sales representative on the ^{day}~~duty~~ following the catch.

1. I have made a detailed study of these records. See Chapter VI

D. Members' Savings Account. (Daftar Petarohan)

This account was opened in July, 1955. Daily individual members' Petarohan Khas and Petarohan Biasa are recorded in this book. The data are obtained from Book B. Entries are meant to be made daily, but so far they are made only when members wish to withdraw their savings (Petarohan Biasa). The monsoon period is the time when most entries are made, as withdrawals are heavier when there is so little income from fishing.

E. Bilis Business.

This book is rather haphazardly kept by the bilis manager¹. Both expenditure and income from sale are recorded anywhere in the book according to his whim. Particulars of processing costs and sales are entered well in time, depending on the frequency of curing and sales by the Society. At the end of each month, both totals - expenditure and income - are transferred to the Society's Cash Book. However, very often these entries are in arrears, as a result of the bilis manager's lack of system in keeping his accounts. A proper book is therefore urgently needed for keeping the Society's bilis business account in good order.

F. Transport Dealings.

One book is kept by the van driver and the other by the Society. Particulars of expenditure and income are properly entered by the driver. These two books are very well kept.

1. The present bilis manager is Osman b. Mat-Ali, who is also the Society's Secretary. He is paid \$5 per day for managing bilis curing.

G. Cash Book. (Monthly Entry)

Entries are made once every 2 - 3 months, though they are meant to be entered each month. The left-hand pages in this book are intended for income and the right-hand pages for expenditure by the Society: the book is supposed to present a monthly balance sheet. Daily items from Books B and C are transferred into this Cash Book. So are the other items of income and expenditure incurred by the Society each day.

This is the most important account book for recording the scale of the Society's financial and other business dealings. However, the inaccuracies and discrepancies in the records are startling. For instance, when checked, there were six totals of monthly value of wet fish sales that were incorrect during the period July 1955 - June 1956, inclusive.

H. Bond Book

Written agreements regarding the Society's loans to individual members are kept in this book.

I. Members' Ledger.

Members' loans are recorded in this book on separate pages for each member. Payments to and payments and repayments by individual members are also recorded here, the entries being made by the chairman or the vice-chairman. However, the entries in this book are also badly in arrears.

J. Advances.

There is as yet no proper system in effect for advances to members

However, all along, advances were given to needy members without any "official" record, that is, advances are recorded in an exercise book by the chairman but are not receipted in writing by the borrowers. When an advance is refunded, the chairman merely cancels the amount written in the book.

On examining the Society's account books on 26.7. 1956, it was found that the outstanding (officially) unrecorded advances amounted to \$1,190.75 as compared to the outstanding recorded loans of \$1,720. (The latter, however, were recorded in a proper Bond Book). Similarly, the annual balance sheet shows the large amount of cash in hand. For example, in 1955 the amount was \$1,133.60, while the cash kept in the Post Office Savings Bank was only \$63.11. However, this large sum was not in fact in hand because it was lent out in the form of short-term advances to members (which were not officially recorded).

It is therefore clear that this method of granting advances is likely to create unnecessary trouble when the two parties - the lender and the borrower - are not on good terms with each other. However, it has worked well so far due to their mutual trust.

The accounting system at present adopted by the Society is too complicated in some respects and rather deficient in others. The fact that the Society's accounts have often been badly in arrears is evidence of inefficient management. This in part may be due to the inefficient accounting system. Partly, it is due also to lack of collective responsibility and cooperation among the committee members. Though there are

several members of the Committee who should run the Society, the whole management of the Society's activities is placed in one man - the chairman. The future of the Society, as it seems to the writer, depends entirely on whether the chairman, at the persuasion of the Department of Cooperative Development, will make special efforts to allow other members of the Society to have a direct hand in its business. Unless this is done, the future of the Society looks rather gloomy and is likely to collapse soon after the present chairman retires.

Some areas ice supplies, too, are lacking. These two factors have limited the overall distribution of fresh fish supplies throughout the country. As a result, a high proportion of the East Coast fish goes to the drying yards, a consequent abundant supply of dried fish naturally raises the problem of finding markets for it. The internal market (that is, the market within Malaya) is too small and quite frequently causes a glut. Hence the need for an external market, such as Indonesia. A likely alternative is to expand the internal market by encouraging more people to consume more dried fish.

However, the fishing industry in Bessrah and Tanjung Lempur does not have very serious marketing problems, as compared with other fishing villages in the remote coastal areas away from modern communications. Bessrah and Tanjung Lempur have the advantage of being quite close to Kuantan², the State Capital of Kelantan. Normally the local population in Kuantan is able to absorb approximately 15 pikuls of wet fish a day³. The surplus is disposed of to the local ice-fish wholesalers for export to inland towns and the main market in Kuala Lumpur.

The outstanding feature of the fish marketing system in Bessrah and Tanjung Lempur is the complicated distributive chain which links up the primary producers (the fishermen) to the final consumer (household or individual). The chain runs up as follows:

Export of dried fish to Indonesia was banned, but subsequently restricted.

The former State Capital was Kuala Lipis. The Capital was moved to Kuantan in June, 1955.

The Kuantan market is filled with wet fish mainly from Bessrah and Tanjung Lempur and Tanjong Api.

Chapter V

Marketing and Indebtedness

A. Marketing.

Generally speaking, marketing and transport facilities are lacking in the East Coast States. There are no good roads or railway communications and this is a great handicap as far as the marketing of fresh fish goes. In some areas ice supplies, too, are lacking. These two factors have limited the overall distribution of fresh fish supplies throughout the country. As a result, a high proportion of the East Coast fish goes to the drying yards. The consequent abundant supply of dried fish naturally raises the problem of finding markets for it. The internal market (that is, the market within Malaya) is too small and quite frequently causes a glut. Hence the need for an external market, such as Indonesia¹. A likely alternative is to expand the internal market by encouraging more people to consume more dried fish.

However, the fishing industry in Beserah and Tanjong Lumpur does not have very serious marketing problems, as compared with other fishing villages in the remote coastal tracts away from modern communications. Beserah and Tanjong Lumpur have the advantage of being quite close to Kuantan², the State Capital of Pahang. Normally the local population in Kuantan is able to absorb approximately 15 pikuls of wet fish a day³. The surplus is disposed of to the local iced-fish wholesalers for export to inland towns and the main market in Kuala Lumpur.

The outstanding feature of the fish marketing system in Beserah and Tanjong Lumpur is the complicated distributive chain which links up the primary producer (the fisherman) to the final consumer (household buyer). The chain is made up as follows:

1. Export of dried fish to Indonesia was banned, but subsequently restricted.
2. The former State Capital was Kuala Lipis. The Capital was moved to Kuantan in June, 1955.
3. The Kuantan market is supplied with wet fish mainly from Beserah, Tanjong Lumpur and Tanjong Api.

Stage (i) PERAIH: Small dealers who buy a catch or part of a catch on the beach of Bessrah or Tanjong Lumpur, or sometimes at sea. They then sell their fish to retailers in small inland markets or in Kuantan market. Sometimes these peraih (especially those with a small capital of about \$20 to \$30) are also hawkers who go right to the householders' doorsteps.

Stage (ii) RETAILERS IN THE KUANTAN MARKET: They sell at retail to householders in Kuantan. Whatever supply is in excess of local demand is disposed of to wholesalers in iced fish. Some of these retailers are smaller townships in either of the villages.

Stage (iii) WHOLESALERS IN KUANTAN: They export the iced fish by lorry to wholesale agents in Kuala Lumpur and sometimes also to retailers in inland towns on the way.

Stage (iv) WHOLESALE AGENTS IN KUALA LUMPUR: They auction the fish on commission of 10% to retailers in Kuala Lumpur.

Stage (v) RETAILERS IN ICED FISH: They finally sell the fish to the local householders.

An almost similar story can be told about the dried fish trade in these two villages.

Without intensive investigation into the price of fish down the distributive chain, it is impossible to determine exactly how much unfair dealing goes on. However, there is evidence that the greatest exploitation of small-scale fishermen occurs at stages (i) and (ii). It is here that the facilities offered by a good cooperative would be most effective. The fishermen, who are removed from the complicated business world of today are often puzzled at even a simple business

transaction. Many of them do not know how to read a dashing, and may be confused at varying offers made by the peraih or the towkays. What they need is the help of an experienced business person who can assure them of fair treatment. The obvious answer is, of course, the cooperative society.

The consumers, too, need a fair deal, that is, a cheap price for fish. The Government can do something to control the other ends of the distributive chain: fixing of wholesale prices for fish, or opening branches of the Kelantan Marketing Scheme¹.

1. Marketing in Beserah Pantai.

The role of the Beserah Pantai Society in this marketing system has been to supplant the peraih, towkays and retailers; and the Society so far has shown great success in this respect. Though its active participation is limited, the Society, nevertheless, has reasonably strong bargaining power in dealing with the wholesalers in Kuantan. The Society also maintains a business in bilis which is sometimes marketed through the Malayan Wholesale Cooperative Society in Kuala Lumpur, for which the latter charges a commission of 4%. Sometimes the bilis is sold to dried fish wholesalers in Kuantan.

Fishermen in Beserah do not have much difficulty in disposing of their catches in the Kuantan Market. The handline fishermen, most of whom are members of the Cooperative Society, sell their catches through the Society, which also sells on a 10% commission basis the catches of non-members who intend to become members. The seine net operators work mainly

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1. This Scheme, financed to the extent of over \$200,000 from Colonial Development and Welfare Funds, is stationed at Kota Bharu, Kelantan. It has been working since early 1955. One of its five main objects is to develop markets for fish at first in the inland districts of Kelantan and later elsewhere, and to provide fish to consumers at a lower price.

I understand that the Scheme is to start branches southwards along the East Coast.

for the local towkays and therefore have no marketing problems. Other independent fishermen, who are non-members of the Society, sell their fish to the peraih. Since the setting up of the Society, these peraihs are rapidly dwindling in number and bargaining strength. Circumstances now force them to offer the fishermen the Society's price. On the other hand, they weigh the fish on a dashing, and often short-weight the fishermen, and so make a little extra money. Thus, these fishermen are left to the mercy of the peraih.

Most of the fishermen work from dawn to dusk, though of course, they start out and return at different hours. They do not need to carry ice, and the fish are not iced after landing, as the distance from Beserah to Kuantan town is only about six miles. Most of the fish is taken to the Kuantan Market on bicycles, which can carry about a pikul¹ of wet fish. Bicycle transport is popular here because the cyclists normally load up close to the shore where the fishermen pull up their boats. Even the Society itself finds it more convenient and economical to use bicycle transport, because the size of the catch is often not large enough to warrant a van or lorry.

2. Marketing in Tanjong Lumpur.

In Tanjong Lumpur the independent fishermen are forced to sell their catches at a fairly low price² to the peraih, especially at times of glut. Unless they are able to take the catches to the Kuantan Market themselves, they find that it is not worthwhile to work independently - the tendency to work for the towkays is the usual thing.

1. One pikul equals 133½ pounds

2. For example: Kuantan market price of "parang" = \$1.10 per kati, price at Tanjong Lumpur is 95c to an independent fishermen and 70c to a non-independent fishermen.

The catches of pukot payang, pukot tangkul, and pukot sudu are usually auctioned on the beach. The auction is open to both toukays and peraih. A brief description of how the auction system works is relevant at this point. The fish are sorted out before landing and the good types are put into bundles of about three katis each. Three bundles are auctioned at a time by a member of a fishing unit. The distribution of earnings from the auctions varies with the different types of fishing units. In the case of a payang unit, for a bid of \$10 per three bundles, the peraih who buys the fish pays \$11¹. Out of this, one dollar goes to the "jurugelan"², \$2 to the toukay and the remaining \$8 to the fishermen. In a tangkul or sudu unit, the peraih pays \$12¹ for a similar bid of \$10¹. Two dollars go to the toukay, one dollar to the jurugelan, and the remaining \$9 is divided equally among the members of the unit.

The auctioned fish are carried by boat to the Kuantan market, and the slightly inferior types of fish are loaded into baskets for sale to the toukays, who own the boats and gear. These fish are then cured by the toukays and they constitute one of the main sources of supply to the Kuantan, Kuala Lumpur and Singapore dried fish markets.

Unlike Beserah, which tends to specialise in handline and pukot terek (seine) fishing, the Tanjong Lumpur fishermen practice more and varied kinds of fishing. The gear used this season is enumerated below:-

1. It is customary to pay an amount about 10% more than the successful bid. This percentage varies with the different types of fishing units.
2. Fishing expert who dives into the sea and listens for movement of sheals. He is usually the head of a fishing unit, such as pukot tangkul, payang and pukot sudu.

		<u>Pieces</u>
i (1)	Pukat payang	7
(ii)	Pukat sudu	7
(iii)	Pukat tangkul	2
(iv)	Pukat dalam	7
(v)	Pukat hanyut	28
(vi)	Pukat basal	7
(vii)	Pukat kecot	12
(viii)	Jaring Pukat umpan	44
(ix)	Handlines	44

The following are the gear used this season in Besarrah Pantai:

(i)	Pukat tarak	13
(ii)	Jaring umpan	60
(iii)	Handlines	60
(iv)	Pukat dalam	8
(v)	Pukat hanyut	6
(vi)	Pukat payang	2

Quite a large part of the catches resulting from the first four fishing methods in Tanjung Lumpur goes to the drying yards, while the last five methods produce fish mainly for the wet fish market. (This is an indication of the importance of the dried fish business in the village.)

1. These are different kinds of fishing nets. For description of these nets see Raymond Firth: "Malay Fishermen, Their Peasant Economy", London, 1946 - pp. 50 - 54. (K. Paul, Trench, Trubner).

Tanjong Lumpur is very much closer to Kuantan town than Beserah is, and therefore no fish are iced after landing. However, approximately 38% of the fish brought from neighbouring fishing villages¹ to Kuantan is disposed of to the wholesalers in iced fish, who transport them to the various town markets on the way to Kuala Lumpur and to Kuala Lumpur itself. This percentage, of course, varies according to supply and demand. If the supply exceeds the local demand, a greater percentage of wet fish is iced for export. When there is moonlight, and fishing on the West Coast is poor, the quantity of fish exported is larger. At such times the wholesalers in iced fish make a greater profit.

The difference between the retail market price and the wholesale price paid by the iced fish wholesalers in Kuantan is in the region of 10 - 20s per kati, or \$10 - \$20 per pikul, depending on the type of fish. These wholesalers are prepared to pay higher prices during the moonlight period and offer lower prices during the dark period, when a greater supply of pukot hanyut fish is available and the demand from the East Coast is therefore smaller.

Like Beserah, Tanjong Lumpur does not experience much difficulty in disposing of its fish. Its nearness and easy access to the Kuantan market and iced-fish wholesalers in Kuantan are the main advantages which are lacking in other fishing villages along the Pahang Coast, such as Kuala Pahang, Nenasi, Pontian, etc.

1. Tanjong Lumpur, Tanjong Api, and Beserah produce a daily supply of 40 pikuls, of which 15 pikuls are consumed locally:

Total supply	40	pikuls
Local consumption	15	"
Iced in Kuantan	15	" - later exported
Brought back to Tanjong Lumpur) to be dried (smaller fish 20s) per kati, or 1 1/3 pounds).)	10	"

3. Marketing of Dried Fish.

As mentioned earlier, these townships are also fish driers. They have wholesale agents dealing in dried fish in Kuantan. The agents transport the fish principally to Kuala Lumpur and Singapore by lorry and coastal steamers, respectively. Other towns in Pahang are also supplied regularly by the Kuantan agents.

It is important to note that many of these driers borrow money from the agents, with the result that they are obliged to sell all their dried fish at prices fixed by the agents. According to the driers, they make no profit out of the dried fish, but are forced to continue this business because they often need to borrow money from the agents to buy boats and tackle. In fact, driers act as a medium between the agents and the fishermen, and it is the agents who really play the most important role in financing the industry in the area.

The driers have to offer fairly high prices to the fishermen because the latter know what the market price in Kuantan is. For example, if the drier's price for a pikul of dried fish to the Kuantan agent is \$30, the drier has to pay \$15 per pikul of wet fish to the fishermen. On the basis of the price list (see Appendix IV) the drier hardly makes any profit at all. However, they stick to their business because they hope to dispose of the dried fish when there is a scarcity of wet fish (for example, the monsoon period and when there is a demand from Indonesia).

B. Indebtedness.

Poverty is one of the chief obstacles to the fishermen's progress. The income of the fisherman is so often inadequate¹ to cover even barest

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1. Because of low prices he gets for his catch, which he has to sell to peraih or the tokays, since he has no marketing arrangement of his own. One possible way to redeem the fishermen of their indebtedness is to provide adequate facilities for marketing their catches.

subsistence that credit becomes a necessity. Indebtedness becomes a major problem.

The uncertainty and risks inherent in fishing, which depends greatly on climatic conditions, and the lack of or even absence of security (such as landed property) have tended to restrict the use of Government credit (such as RIDA loans) as the primary source of credit to ordinary fishermen.

Credit is needed not only for productive purposes, but also for consumption requirements (due to the seasonal nature of the industry). The fishermen in both Beserah and Tanjong Lumpur get their credit mainly from the pawnshop in Kuantan, the local tokays and the Cooperative Society (members only).

In Tanjong Lumpur, of the 17 fishermen interviewed, 11 often obtained their credit from the pawnshop. The sums received ranged from \$10 to \$100. Sums between \$10 - 15 are usually for food, and credit of as much as \$100 are usually for equipment, such as boats, nets or outboard engines.

In Beserah, of the 17 non-members interviewed, 10 usually obtained credit from the Kuantan pawnshop. They have to travel about six miles to Kuantan town to pawn their gold articles or jewelry, usually getting not much more than \$10. A few of them obtained \$100 at a time. Of the 33 members of the Cooperative interviewed, only 4 occasionally go to the pawnshop during the monsoon period.

All these fishermen who go to the pawnshop during the monsoon period are in the habit of using the extra income they get on good days to purchase gold ornaments or jewelry which they pawn later for cash.

Loans are also obtained from the local toukays. When a fisherman borrows money from a toukay he is at once obliged to sell his catch to the toukay at the toukay's own price. Though no actual interest is paid on the loan, the toukay, so to speak, charges what amounts to a very high rate of interest in the form of continuously low prices offered for the fisherman's catches. This is a form of usury which is not easy to control.

The extent of indebtedness among the Beserah fishermen who are non-members of either society and work for the toukays seems to be greater. Indebtedness is heavier in Tanjong Lumpur than Beserah.

Thus, the main causes of the fishermen's indebtedness lie to a large extent in credit abuses, the exploitation by the toukays and exceptionally high interest rates due to lack of security for loans.

Indebtedness is a chronic feature of the fishermen's life. Organised credit facilities could provide the remedy. Here lies the importance of a fishermen's cooperative credit and marketing society.

Chapter VI

Analysis of Production and Income of the Society and Member Fishermen.

A. Daily Turnover

Table 1 shows that the Society's highest daily average turnover by weight was in October, 1955. It amounted to 712 katis. This was the best and most active fishing month of the year, and an average of 39 fishermen went out every day of the month, except Fridays¹. However, the average daily turnover when measured in value, based on current Kuantan market prices, was \$472, or an average price of 66¢ per kati². In the following month, November, the Society earned very much more in cash from the sale of its members' catches, which had dropped to 605 katis per day. The average daily turnover in value was the highest for the season, \$507, or 84¢ per kati. The reasons were that the number of active days had decreased because of the onset of the northeast monsoon and that the prices of fish began to rise. We see here an example of how the retail price trend of fish was influenced mainly by supply and demand.

Table 1

The Society's Average Daily Turnover
By Months, July 1955 - June 1956 Period

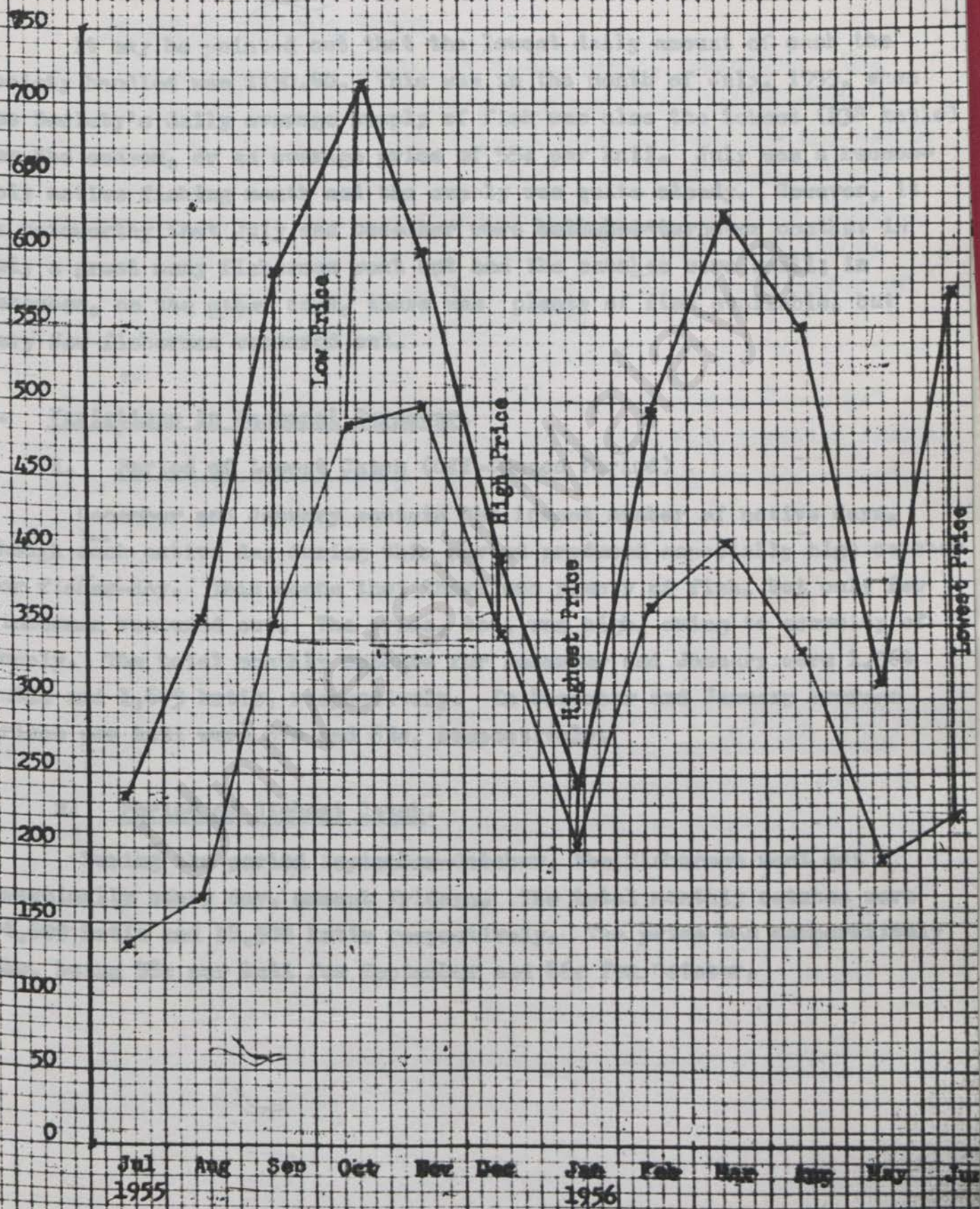
	1955						1956					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Average Daily Turnover in Katis.	238	353	592	712	605	393	241	498	622	547	304	533
Average Daily Turnover in Dollars	130	165	348	472	507	340	200	365	412	335	196	228

Source: The Society's records

1. Because Fridays are days of prayers and rest
2. For relation of prices to output, see Diagram I, following.

Diagram I

The Society's Average Daily Yield and Income
by Months, and Price Relations, July 1955 -
June 1956



Note: Black indicates quantity in katis
Red indicates value in dollars based on Kuantan market prices.

Source: The Society's records.

It may be pointed out that the lowest daily amount of cash the Society handled was \$130.40. This was in the month of July, 1955, when the Society's daily average supply of fish was also the lowest (238 katis) for the season, or an average price of 55c per kati. July was a reasonably active fishing month and the supply was quite steady. However, it is noteworthy that July and December were both low turnover months: in July a great many fishermen went out and the catches were small; in December, on the other hand, there was plenty of fish available, but very few fishermen ventured out.

B. Variations in Seasonal Turnover.

1. Period of Lowest Catch (Off-Season Period)

December and January contain the lowest number of active days, though each active day during this period produced especially high catches per fisher-day. This means that there was plenty of fish, but only few fishermen ventured out. The price, too, was high, owing to scarcity of supply. The total monthly catches for December and January were 1,964 katis and 1,685 katis, respectively. In December and January average prices per kati were 87c and 83c, respectively.

2. Period of Highest Catch.

During the period September-October, the fishermen went out practically every day, except Fridays. The total monthly catches were 14,809 katis and 18,508 katis respectively. The price was comparatively low, being 58c per kati for September and 66c for October.

3. Period of Moderate Catch.

This period covers the months of March-August, inclusive. The average total monthly catch during the period was 9,271 katis, with an average price of 56s per kati. (The figures used here are for the months of July and August, 1955 and March-June, 1956. The 1956 figures were not available and so the corresponding months of 1955 were used instead. Moreover, the trend of catches during these months would most likely to be the same this year as the preceding year.) The average number of active days during this period was 22 per month.

March contained a comparatively low number of active days, but the greatest number of members went out. This shows that handline fishing was most concentrated at the time immediately following the off-season, or monsoon, period. Though the average daily output for the month was 622 katis, there were two successive days (the 17th and 18th) when the output shot up to a thousand katis.

4. Uncertainty of Output.

Diagram II represents the actual daily turnover of the Cooperative for the month of October, which had the highest average for the whole period¹. It clearly shows the wide daily variations in output even at the height of the season. These variations would be considerably greater in the off-season period. Such uncertainties mean unpredictability of output, which in turn affects the scale of the Society's business.

1. July 1955 - June 1956.

- 34 -

C. Members' Scale of Operation (Production and Income).

Table 2 shows that December produced the highest output per fisher-day, 22.5 katis. At first glance this appears to be most unusual, since December, being in the off-season period, is generally the month of lowest catch. However, this means that the productive capacity of each fisherman who dares venture out is highest during December. As expected, the number of active days was lowest (5 days) in December and the number of fisher-days, too, was lowest (17). We may, therefore, conclude with the generalisation that individual output is lowest during the off-season period as a whole.

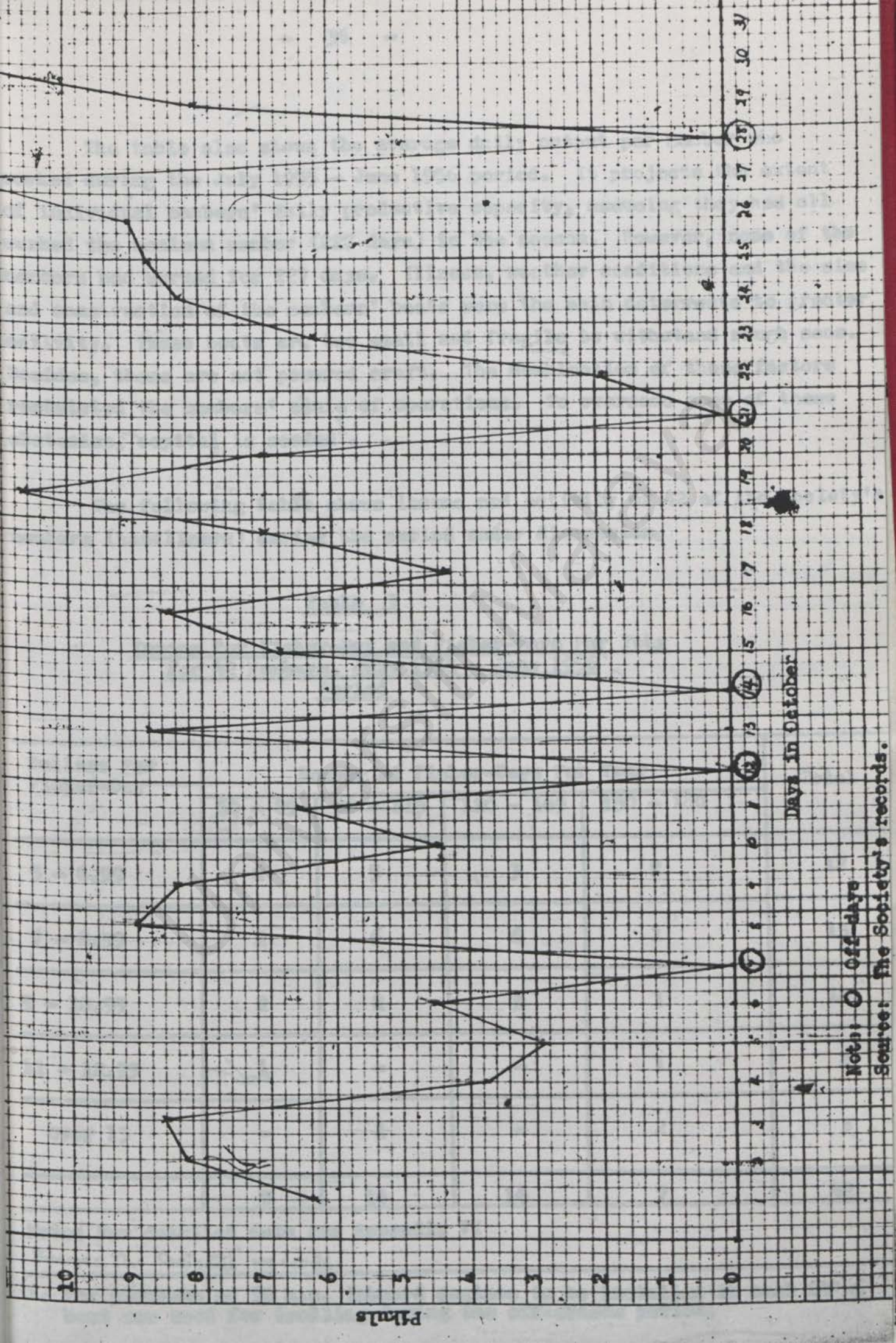
Table 2

**Average Yield and Income Per Fisher-Day
By Months, July 1955 - June 1956 Period**

	1955						1956					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Average Yield in Katis	9.3	16.1	15.4	18.4	16.5	22.5	12.6	15.3	14.8	15.2	11.2	17.7
Average Income in Dollars	5.1	7.8	9.1	12.2	14.1	20.6	10.5	11.1	9.8	9.3	7.1	6.4

* Note: Income before deduction of 10% commission on sale and the 10-cent deposit per fisher-day.

Source: The Society's records



Note: O Off-days
Source: The Society's records.

The table also shows the average daily output per member who worked during the July 1955 - June 1956 period. It projects the extent of individual members' daily productive capacity, assuming they had all worked the maximum number (227 days) in the season. However, none of the members had worked for 227 days. Illness, weather conditions and the size and construction of the members' boats were the main deterrents to greater activity. These boats are too small and fragile to withstand rough seas. Besides, these are not powered craft. The combination of these factors restricted the members' scale of operations. To overcome some of these obstacles, capital is needed¹.

The following table shows income and activity of 42 of the Society's members (handliners) during the period under discussion.

Table 3

Income Per Fisher-Day and Fisher-Days Per Year
for 42 Members, July 1955 - June 1956
Period

Dollars Per Fisher-Day	Number of Fisher-Days Per Year				Total
	60 - 89	90 - 119	120 - 149	150 - 180	
5 - 6.99	2	5	3	2	12
7 - 8.99	2	6	6	1	15
9 - 10.99	2	2	5	1	10
11 - 12.99	1	-	-	1	2
Over 13	-	1	-	2	3
	7	14	14	7	42

Note: For detailed data see Appendix VI

Source: The Society's records.

1. For purchase of $3\frac{1}{2}$ h.p. inboard engines to be installed in each 24'x6' boat now used for trolling during the off-season period.

The monthly figures, shown below, indicate a more realistic trend of individual members' output during the one-year period - December and January being lowest in production. . The highest monthly output was October. For the Cooperative as a whole, this was also the month of highest daily average turnover.

Table 4

Average Monthly Output Per Member
July, 1955 - June, 1956 Period

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Average Monthly Output Per Member in Katis	214	386	135	478	264	113	88	230	207	365	280	407

Source: The Society's records.

Diagram II shows, among other things, variation in individual member fishermen's daily output in October. For example, on the 9th, there were 47 members returning with a total catch of 847 katis. The following day only 42 returned, with a very much smaller catch - 430 katis. As a result, fewer men went out on the 11th. However, this time they were more fortunate - 29 of them returned with a total catch of 657 katis. These examples point to the fact that individual fishermen's output fluctuates daily and their incomes vary correspondingly.

Fluctuations in Income.

It must be borne in mind, that these fishermen are not all on the

same fairly uniform income level, inasmuch as individual fisherman's yields are highly variable monthly¹ as well as daily. These variation may be due to differences in the number of fisher-days and individual differences in skill. For example, in August, 1956, there were some members who earned as little as \$50 and a few as high as \$180².

From the Society's records, it was found that the average number of fisher-days normally worked by most members during the period July 1955 - June 1956, was 122 and their average monthly income was \$25.16 (ranging from \$195.83 to \$33.70). The median is \$29.83 per month. Nearly half the normal number of members went out during the off-season period (December-January), while the remaining members either occupied themselves with a variety of minor jobs that came their way or were idle.

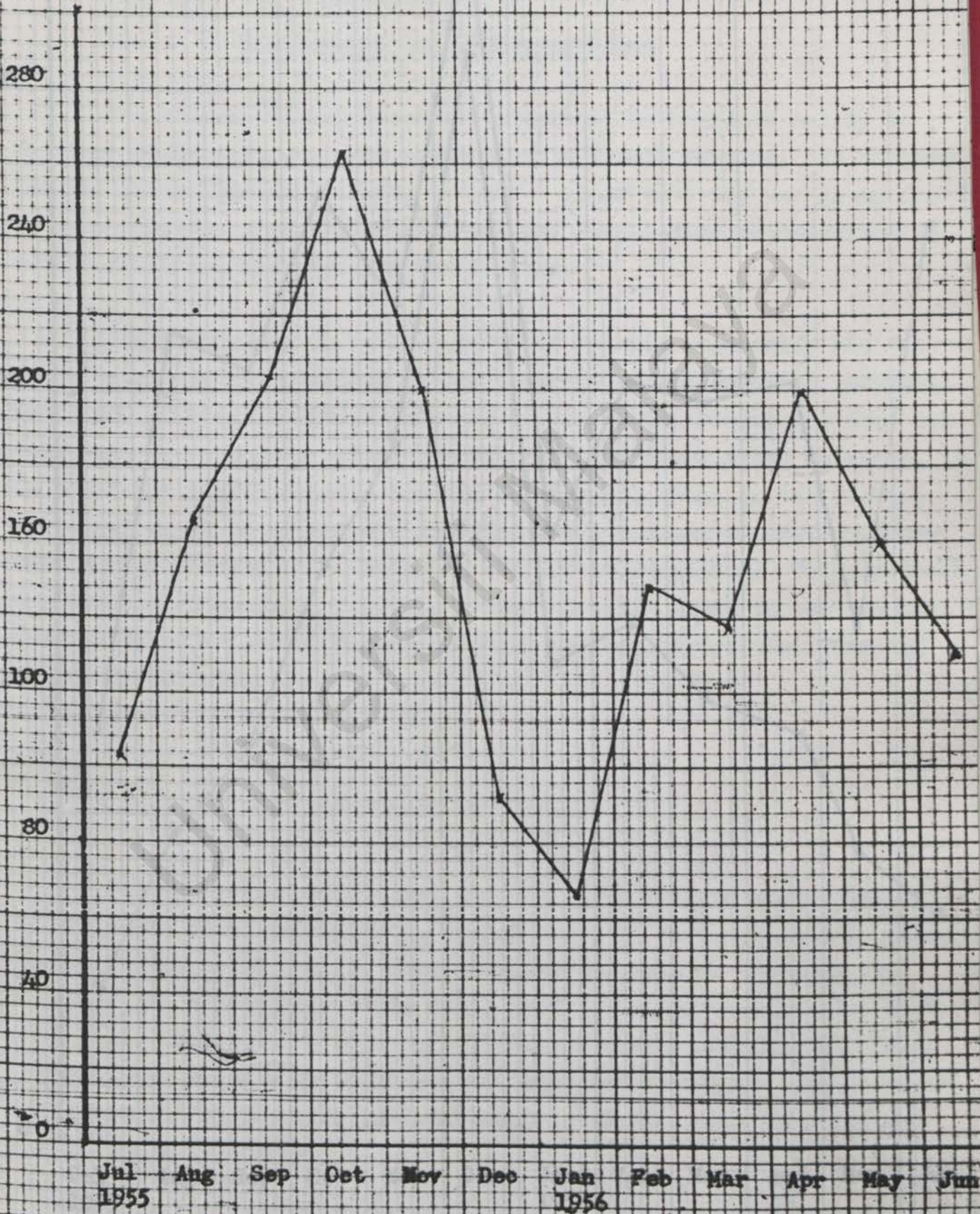
The extent of fluctuation in both monthly and daily incomes of an average member fisherman is shown in Diagrams III and IV. It is significant that daily income tends to increase in December. Monthly income tends to decrease in that month, but is lowest in January and highest in October. On the other hand, in the period July-October, the trend was for both daily and monthly income to go up; and in April-June for both to go down. In between the two periods, daily and monthly incomes were far apart, for two reasons. First, the average number of fisher-days during December and January was lowest. Secondly, the average price of fish during the same period was highest.

Both of these reasons arise as a result of the monsoon. If bigger and mechanised boats could be used, both daily and monthly incomes would be more stable, and so would the income trends.

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1. See also Diagram II
 2. On enquiry during the writer's stay in Kuantan.

Diagram III

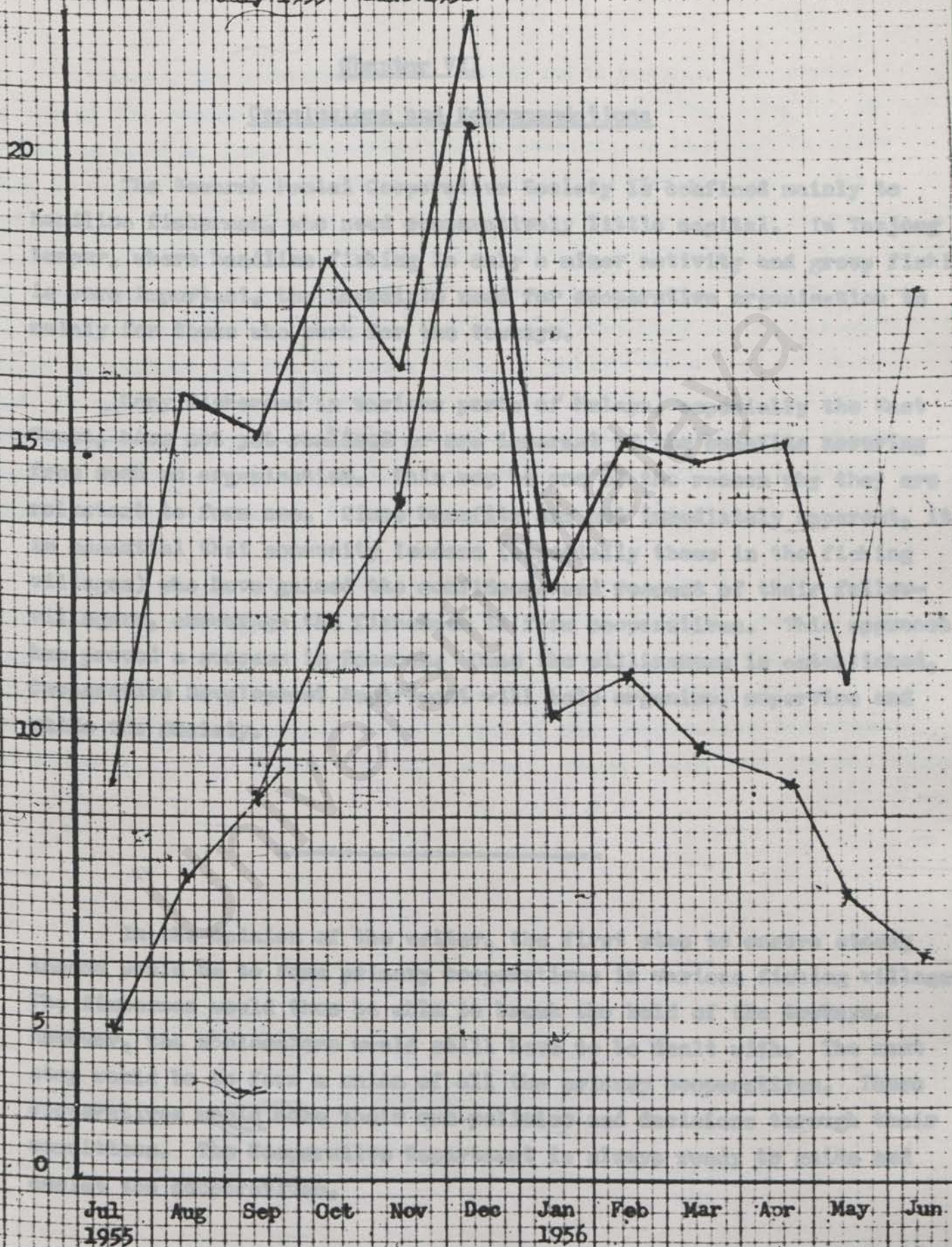
Members' Average Income Per Month
July 1955 - June 1956



Source: The Society's records.

Diagram IV.

Average Yield and Income Per Fisher-Days by Months,
July 1955 - June 1956



Note: Black indicates quantity in katis (yield)
Red indicates value in dollars (income)

Source: The Society's records.

Chapter VII

Conclusions and Recommendations

The Beserah Pantai Cooperative Society is confined mainly to handline fishermen, who need comparatively little capital. In Tanjong Lumpur, where handline fishing is only a minor activity and group fishing is more important, the immediate need for cooperative organisation is mainly for those who work for the towkays.

Many fishermen in various parts of Malaya, especially the East Coast, have not yet realised or are ignorant of the benefits accruing from such an organisation. This may be one of the reason why they are reluctant to form one. Since benefits are not immediately apparent, it is essential that community leaders (especially those in the fishing villages) who have gained the confidence and respect of their fellow-villagers, encourage the fishermen to form cooperatives. This approach has proved a success in Beserah. Once the willingness is established, the Cooperative Development Department will help organise, supervise and guide the society.

In the opinion of the writer, the first step to ensure steady income would be to form primary cooperatives in various fishing villages. The fishermen would thus be able to break the hold of the towkays. However, the wholesalers would still have to be dealt with. The next step would be to form a union of all the primary cooperatives. These cooperatives would make their own policies and decisions through their committees. The Cooperative Department is always ready to guide and assist the cooperatives.

Name of Interviewee

Ser. No.

Capital

However, the conservatism of simple rural ways in the hamlets is one of the obstacles to progress. It will first have to be demonstrated to most of these fishermen that a cooperative has much to offer them by way of solution to their marketing and credit problems. But before this can be effected the attitude of officials who are going to deal with the fishermen has to be favourable to development. The attitude of "anything is better than nothing" is not the answer. However, there is now a realisation in Government circles of the need for an all-out drive to improve the lot of these folk. A deliberate effort is being made to raise the standard of living of the fishermen. For instance, the Federation Government has approved a \$3 million fishing aid scheme for the purpose of improving fishing methods and to facilitate marketing. This aid is given through fishermen's cooperative societies.

However, certain difficulties are bound to occur in organising such societies since the fishermen usually have no experience in these matters. But these difficulties could be alleviated with the help of the Cooperative Department, and it can only be hoped that the Government will make efforts to expand the services of the Cooperative Department in order to provide closer and more careful supervision over the societies.

-----00000000000000000000-----

EQUIPMENT

FISH MARKETING SURVEYB & C People

Investigator

B/CSer. No. B 4(i) Kampong B.P. Date 31/8/56 Time 5.15 P

ce

Name Colman b. A. Rahman 2. Age 50 3. Permanent Resident/MigrantMain fishing type (i) Musim Buka Kuala line fishing and put at terek
(during the season) occasionally.(ii) Musim Tutup Kuala
(Off season) What do you generally do during 'Musim tutup Kuala'? idlingReasons for not joining the Society:- No money to pay entrance and other su
(in case of B) scription fee of ill. because no extror Do you like to have a FCCS in your village (in case of C)? Yes/No income (income just subsistence levelIncome (i) last month \$ 20/=(ii) last season \$ Productivity (i) last month Etc. or piculs(ii) last season Etc. or piculs

Indebtedness (i) Pawnshop :-

(a) last Dec. - Feb. (a) Articles pawned:- ring, bracelets
(jewellery etc.)(b) now \$15/= now still outstanding (ii) Retail shop (food, clothing etc.) No(iii) Capital equipment (boat, net etc.)

Ref. UC2.

(1) Do you own a house? Yes/NoDo you own a site for your house? Yes/No P.O.L. \$3/= p.a. rent(ii) Have you any land? Yes/No (\$3/= assessment)

If yes, give details:-

(coconut, rubber etc.) (i) (ii) (iii) How many members of your household are fishermen?

How many members of your household are gainfully occupied?

(i) for house consumption (ii) for sale

Appendix Ic

FISH MARKETING SURVEY

Investigator

Name of Interviewee Awang b. Hitan members

A

Ser.No. Al (1)

Kampung B.P.

Date 28.8.5 Time 1

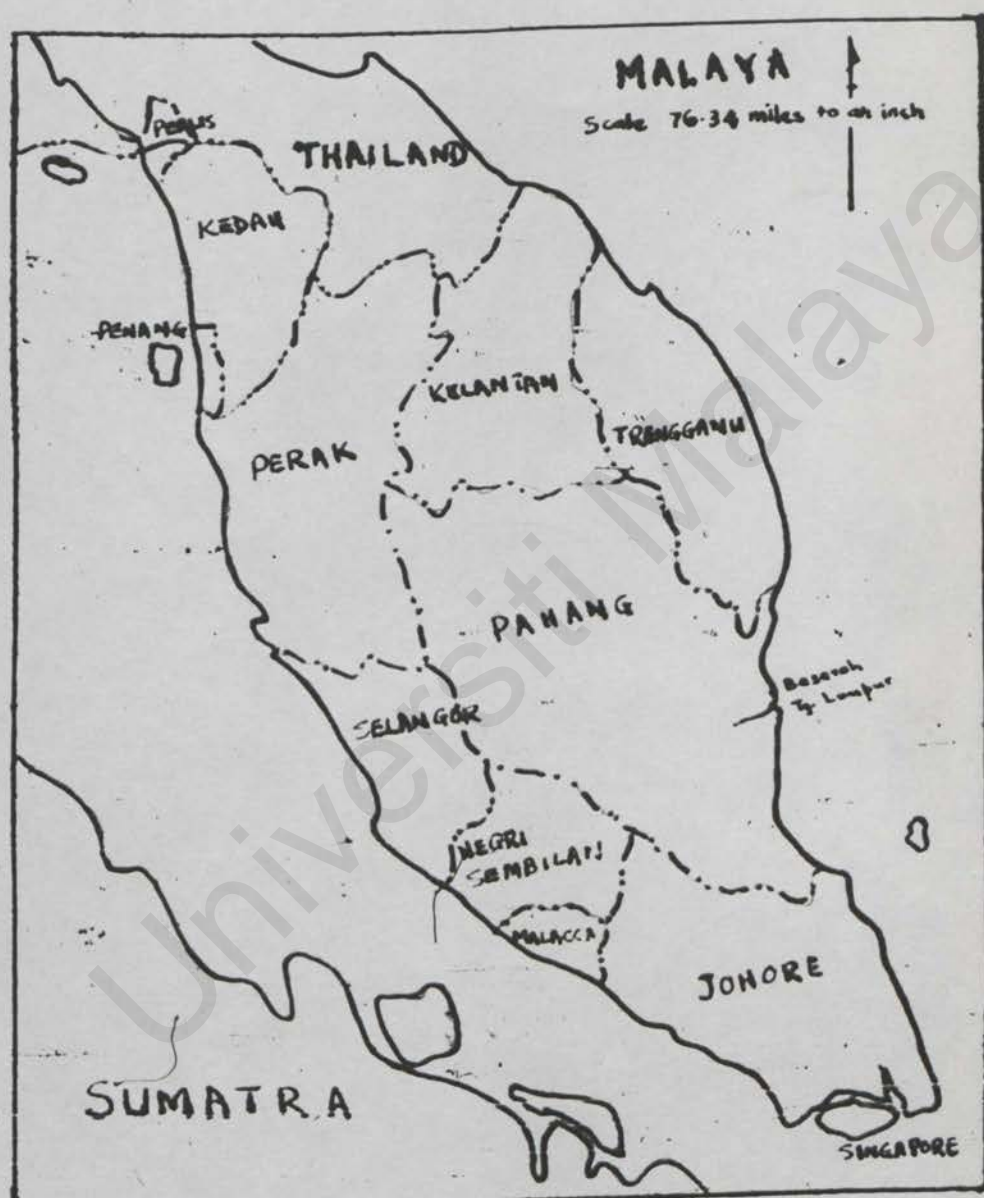
Source

(Use other sheets for longer answers)

1. Main type of fishing: handline/pulut-tarek
2. What time do you generally leave for work? 3 a.m.
3. What time do you arrive home? 1 p.m.
4. What do you generally do during 'Musim Tutop Kuala'? idling for about 7 days
 - (a) Do you own a house? Yes/No \$400/-
 - (b) Do you own a site for your house? Yes/No
6. Have you any land? Yes No
If yes give details:
 - (i) Coconut in acres _____
 - (ii) Rubber " " _____
 - (iii) Fruits etc. _____
7. Were you free of debt at time of joining the Society? Yes No
If 'No' explain how you free yourself: _____

8. What are your reasons for joining the Society?
 - (i) _____
 - (ii) _____
 - (iii) _____
- 9.(a) When did you join the Society? _____
(b) What benefits did you enjoy since you became a member? _____
(e.g. easy loans - recorded & unrecorded)
 - (i) _____
 - (ii) _____
 - (iii) _____
10. Do you go to pawnshop during 'Musim Tutop Kuala'? Yes/No
11. Do you think the Society functions well? Yes/No

Appendix II



STATE OF TRENGGANU

From Jarentul.

To P. Manis

DISTRICT OF PEKAN

To Pakar

Mukim of
Penor

Tg. Lumpur

Beserah

Mukim

Kuanha

Mukim of Kuala-Kuantan

S. Kuentzen

Tg: Gelang

Mukim of
Sg. Karang

7 am on

Appendix III

Basic Facts About Fisher-Folk in Baserah

Pantai and Tanjong Lumpur

Master Table for Households of X, Y, Z. Groups

Cate- gories	Total No. of Persons in Six Households	Sex		Children Below 15 Years of Age	Children in School (Below 15)		Children Not in School		Adult Above 15 Years of Age	Total No. of Lite- rate Adults		Non-literate Adults		Literate Adults in Fishing		Literate Adults in Fishing		Place of Birth			Place of Birth for Heads of Households Only			No. of Persons Gainfully Employed in Various Occupations	
		M	F		M	F	M	F		M	F	M	F	M	F	M	F	PA	TE	KE	PA	TE	KE	M	F
X	21	13	8	6	1	0	3	2	15	7	0	2	6	6	0	3	6	14	7	0	4	2	0	10	3
Y	24	12	12	10	3	2	1	4	14	4	5	3	2	4	1	3	6	19	4	1	3	2	1	7	5
Z	24	12	12	9	2	3	2	2	15	6	3	1	5	4	1	3	2	9	13	2	1	4	1	6	5

* Note: All males in column 12 are engaged in fishing; whilst females are engaged mainly in cake-making, attap-making or/and mat-making and home tailoring.

APPENDIX Va

PER PIKUL

27.8.56

Nama	Bangsa Ikan	Banyak		Harga		Laba Profit
		K.	T.	\$	e	
Che Mat b. Man	Merah K.	2	12		80	19.99
"	Kerapu M		9		55	19.99
"	Tanda & Chenohor	2	6	1	45	18.43
"	Kerapu. P.		6	-	25	
Jusoh b. Long Ibrahim & Yahya.	Tenggiri	1	10	1	60	19.97
	Selar	2	8	1	30	19.99
"	Aji2	3	8			17.69
"	Mudok K	-	10	3	05	
"	Suman	1	3	-	45	
"	Merah B	6	5	4	45	3.00
"	Merah S	9	8	4	75	8.16

Appendix IV

PER PIKUL

<u>Market Price</u> (dry)	<u>Price to Fishermen</u> (wet)	<u>Old (1955) Price</u> (wet)	<u>Average Profit</u>	<u>Average Percentage Profit</u>
(60 (59 (58	19	NA	11.80	19.98
(57 (56	18	NA	11.30	19.99
(55 (54 (53 (52 (51	17	- - - 14 14	9.80	18.43
(50 (49 (48	15	14 - -	9.80	19.97
(47 (46	14	NA	9.30	19.99
(45 (44 (43	13.50	- - 12	7.80	17.69
(42 (41 (40 (39 (38	13	12 12 12 12 -	4.80	11.88
(37 (36	12	NA	3.30	9.00
(35 (34 (33	11	NA	2.80	8.16
(32 (31 (30	10	NA	1.80	5.74
(29 (28 (27	9	10	.80	2.77
(26 (25	8		.30	1.13

Source: No. 10 in Fish S.E. 26/55, Fisheries Office, Kuantan, Pahang.

[illegible]

Investigator

Ser. No.

Kampong:

Date:

Time:

[illegible]

[illegible]

Appendix Vd

[illegible]

APPENDIX Ve

[illegible]

JUAL

APPENDIX VI

[illegible]

1. Hari- bulan	2. Kasip No.	3. Nama	4. Muka Ledger	5. Bayaran Masok	6. Bahagian	7. Pinjaman di- kembalikan Asal Faedah	8. Pendahuluan di-kembali- kan	9. Bayaran Pintang	10. Potarohan Riesa Khas	11. Terimaan Sewa Atas Van Ikan Aem	12. Jualan Ikan Besar Bilis Toring	13. Commission di-torima Jualan Pukat Ikan Motor	14. Lebeh (out) 10%	15.	16. Lain2	17. Kira2 Belawan (Contra)	18. Wang Tunai	19. Bank	20. Haj bul
1.4.56		Wang P.O.S.B.																332 53	1.
1.4.56		" di-tangan															3039 83		2.
1.4.56	68	Jusoh b. Long				10 00					152 20						10 00		3.
1.4.56		Jualan ikan							11 10	2 70		14 95	1 80			30 55	152 20		5.
1.4.56		Jualan ikan									231 53						231 53		7.
2.4.56		Jualan ikan							17 45	2 30		22 90	1 45			44 10			8.
2.4.56		Jualan ikan									235 90						235 90		10.
3.4.56		Jualan ikan							23 90	3 50		28 50	3 65			53 55			11.
3.4.56		Jualan ikan									473 30						473 30		11.
5.4.56		Jualan ikan							40 45	3 90		46 95	2 35			93 65			11.
5.4.56		Jualan ikan									474 35						474 35		12.
7.4.56		Jualan ikan							39 85	4 10		47 85	4 90			56 70			13.
7.4.56		Jualan ikan									222 55						222 55		19.
8.4.56		Jualan ikan							17 30	2 90		21 95	1 65			43 80			20.
8.4.56		Jualan ikan									324 05						324 05		
10.4.56		Jualan ikan							26 15	2 90		32 20	2 00			63 25			
10.4.56		Jualan ikan									279 55						279 55		
11.4.56		Jualan ikan							22 50	3 00		27 65	85			54 00			
11.4.56		Jualan ikan																	
110.00							649 50 75 20			307 40	8034 65	795 45	67 95			1508 10	11414 10	332 53	

[illegible]

Bahaea kita Abu Bakar bin Abdul Rahman dan Othman bin Ali mengaku-lah dengan berangkai2 dan bercherai2 menanggung kapada Sharikat yang tersebut di-atas dan atas bayaran kembali pinjaman ini di-dalam tempoh-nya dengan faedah mengikut syarat2 yang terkandung di-atas ini dan tambahan2 peraaturan Sharikat ini.

Bertarikh _____ Haribulan 29/1/56

Tanda Tangan Saksi2

1. _____
2. _____
3. _____

Tanda Tangan Peminjam

Dan lagi saya tarohkan pada Sharikat ini kerana jadi chagaran yang kedua Grant tanah.

1. Luas-nya _____ di-dalam Mukim _____ dengan rumah dan harga sa-banyak \$ _____ Cts. _____ bersch daripada gadaian dan lain2 tanggungan.
2. Terta'alok kapada gadaian bertarikh _____ No. _____ kapada _____

Tanda Tangan.

Nama ahli: Shamsuddin bin Idris

[illegible]

APPENDIX VI

Jusoh b. Hj. Ismail

Saya mengaku terima wang
Pendahuluan seperti yang
tersebut ini :-

		\$	c	
		14	05	
10/3/55		6	45	
Jumlah		20	50	
		5	00	
Jumlah		25	50	
		2	50	
Jumlah		28	00	
Bayar		28	00	
20/11/56		34	70	
20/11/56		10	00	
		44	70	

WANG ZILUO

Bayaran Pesok Di-Bayar Pada 18/2-53.[illegible]

[illegible]

Appendix VI

Records of Income and Activity of 42 Society's
Members July, 1955 - June, 1956.

Ser.No.	Av. Income per Fisher- Day		No. of Fisher- Days per annum	Av. Monthly Income		Annual Income	
	\$	C		\$	C	\$	C
1.	8.	95	143	106	66	1280	00
2.	6	47	119	64	16	770	00
3.	6	54	137	74	66	896	00
4.	9	66	145	116	75	1401	00
5.	7	42	129	79	83	958	00
6.	7	35	110	67	41	809	00
7.	6	95	156	90	45	1085	50
8.	7	33	67	40	95	491	50
9.	9	29	133	103	00	1236	00
10.	13	04	174	189	12	2296	50
11.	7	08	95	56	08	673	00
12.	9	69	154	124	41	1493	00
13.	11	27	85	79	83	958	00
14.	8	50	141	99	87	1198	50
15.	10	37	86	74	33	892	00
16.	5	18	90	38	91	467	00
17.	7	60	111	70	33	844	00
18.	10	36	96	82	91	995	00
19.	5	98	109	54	37	652	50
20.	7	12	108	64	12	769	50

Ser. No.	Av. Income per Fisher- Day		No. of Fisher- Days per annum	Av. Monthly Income		Annual Income	
	\$	C		\$	C	\$	C
21.	6	48	145	78	41	941	00
22.	7	91	107	70	58	847	00
23.	7	33	91	55	62	667	50
24.	11	31	180	169	75	2037	00
25.	13	42	175	195	83	2350	00
26.	6	03	101	50	79	609	50
27.	7	52	146	91	54	1098	50
28.	9	21	145	111	33	1336	00
29.	10	97	148	135	41	1625	00
30.	9	61	70	56	08	673	00
31.	7	38	151	92	95	1115	50
32.	6	37	162	86	00	1032	00
33.	9	88	134	110	37	1324	50
34.	13.	38	102	108	87	1365	00
35.	8	90	147	109	08	1309	00
36.	6	71	141	78	95	947	50
37.	5	63	115	54	00	648	00
38.	7	44	131	81	29	975	50
39.	7	53	72	45	20	542	50
40.	5	18	78	33	70	404	50
41.	5	16	81	34	87	418	50
42.	10	49	101	88	29	1059	50