



FORTUNA FISHING PTY. LTD.

INCORPORATED IN N.S.W.

P.O. Box 205
Nelson Bay
N.S.W. 2315
Australia

Telex
AA28322
Neo 26
Fortuna

ATTENTION SECRETARY
FISHING INDUSTRY RESEARCH COMMITTEE
DEPARTMENT OF PRIMARY INDUSTRY
EDMUND BARTON BUILDING
BROUGHTON STREET
BARTON A.C.T. 2600

REPORT 1983/34

PROJECT

LOGLINING TUNA FOR EXPORT QUALITY SASHIMI

YELLOWFIN, BLUEFIN AND BIG EYE

PROJECT

LONGLINING TUNA FOR EXPORT QUALITY SASHIMI YELLOWFIN, BLUEFIN AND BIG EYE

REPORT 1983/84

This one year project has been extended for a further year. This follows indications that viable resources exist off the New South Wales coast.

Export approved premises are established at Coffs Harbour, Newcastle and Ulladulla. Staff have been trained in the handling, packing and export procedures. It is anticipated that export establishments will be operating in Eden and Bermagui in time for the next season.

At the start of this project, there was only the project vessel equipped with Japanese machinery and gear. During the year this has grown to eight vessels fully equipped to fish using Japanese methods and a further 15/20 vessels which have Australian devised systems using entirely monofilament gear. The monofilament gear has the advantage of being cheap and light but is restrictive in number of hooks that can be set and the depth fished.

The gross value of exports in the first year of the project is of the order of \$500,000, it is expected that this figure will grow to \$2 million during the next year. This is based on estimated current catcher capability.

Given the success of the project thus far and the high prices being realised, the catcher fleet is expected to grow rapidly and the figure of \$2 million may prove conservative.

The unique export marketing system introduced to the industry has proved effective in ensuring the high quality demanded by the market is maintained. The highest price paid for Big Eye Tuna being \$43.80 (Yen 9,200) per kg for 104 kg fish, i.e. \$4,500 for one piece. The best price obtained for Yellowfin 6,500 Yen, \$31.00 per kg. In total 983 pieces Yellowfin and 22 Big Eye, approximately 45 tonnes have been exported for a current average return of \$12,570 per tonne. Prices paid for Australian Yellowfin Tuna and Big Eye Tuna are close to all time record levels in the Tokyo market.

It would appear that a substantial resource of Albacore exists off the South and Central coast extending seasonally to the Mid-North coast. Albacore were taken in quantity by vessels equipped with Japanese gear fishing at depth. Average size of fish approximately 15 kg with some specimens up to 27 kg. Catches of over 1000 kg on 400 hooks were frequently taken. The volume proved more than Melbourne and Sydney could absorb in the fresh market. The price to cannery was negotiated at \$900 per tonne which is considered satisfactory.

The potential of the fishery has resulted in the local manufacture of a range of deck machinery. The availability of machinery will further assist in the development of the fishery.

The manufacturer has been assisted by a F.I.R.T.A. grant in order to develop and manufacture line storage drums considered to be essential.

The New South Wales State Fisheries have sponsored a Sashimi Tuna Seminar at Ulladulla and intend to hold seminars at Bermagui, Newcastle and Coffs Harbour. A one day seminar at the Maritime College in Launceston was well attended. A video and a manual providing a guide to exporters has been produced by the Department of Primary Industry Canberra and is available on request.

Advice on export procedures and marketing is available to exporters as well as advice on vessel conversion, gear etc to individual fishermen.

Recognising the importance of this developing fishery, Mr. Hallam, Minister for Primary Industry, New South Wales has announced a Department of Agriculture, Fisheries Division project "Study of New South Wales Yellowfin Longline Fishery". A log book will be introduced to monitor the fishery.

ANNEX

Detailed analysis of exports

1982

1983

1984

Note:-

Exchange rate has operated in favour of exporters, falling from a high of 265 Yen - AU\$ 1982 - to current level 206 Yen June 1984.

Further reference Interim report Nov. 1983.

Australian Yellowfin tuna Newcastle

<u>Selling</u>						<u>Auction price</u>				<u>Exchange</u>		<u>Conversion</u>	
<u>NO.</u>	<u>Date</u>	<u>Pieces</u>	<u>Weight</u>	<u>Re-weight</u>	<u>Average</u>	<u>Average</u>	<u>Total</u>	<u>Remittance</u>	<u>Rate</u>	<u>Date</u>	<u>Rate</u>	<u>Total</u>	<u>Per kg</u>
			(kg)	(kg)	(kg)	(yen)	(yen)	(yen)	(%)		(1 A\$=yen)	(A\$)	(A\$)
<u>1982</u>													
1	6/ 2	12	418.0	421.0	35.1	1,295	545,160	447,947	82.17	6/ 7	260.45	1,720.09	4.09
2	6/23	15	540.0	532.0	35.5	1,249	664,260	547,642	82.44	6/29	265.10	2,065.79	3.88
3	7/ 7	20	640.5	635.8	31.8	1,096	696,940	582,932	83.64	7/13	261.80	2,226.63	3.50
4	7/28	28	897.5	889.6	31.8	920	818,000	688,474	84.16	8/ 2	257.70	2,671.61	3.33
4	-	75	2,496.4	2,478.4	33.0	1,099	2,724,370	2,266,994	83.21	-	261.05	8,684.12	3.50
<u>1983</u>													
1	5/18	38	1,308.0	1,319.2	34.7	1,676	2,211,690	1,914,025	86.54	5/20	209.40	9,140.52	6.93
2	5/25	30	812.0	784.4	26.1	1,478	1,159,620	992,311	85.56	5/27	211.85	4,684.03	5.97
3	6/20	19	723.0	685.8	36.1	1,549	1,062,360	908,193	85.49	6/22	210.90	4,306.27	6.23
		[18	643.0	615.8	34.2	1,589	978,360	(Striped marlin)					
		1	80.0	70.0	70.0	1,200	84,000						
4	7/25	26	1,336.0	1,301.0	50.0	2,007	2,610,660	2,284,497	87.51	7/28	214.90	10,630.51	8.17
5	8/ 3	18	905.0	885.6	49.2	1,659	1,469,140	1,269,660	86.42	8/ 5	216.20	5,872.62	6.63
6	8/17	17	604.0	605.0	35.6	1,879	1,136,820	967,735	85.13	8/18	217.40	4,451.40	7.36
7	9/24	87	2,863.0	2,787.4	32.0	1,240	3,456,010	3,013,874	87.21	9/26	217.30	13,869.65	4.98
8	10/ 7	54	1,782.0	1,761.4	32.6	1,575	2,774,596	2,421,160	87.26	10/11	215.85	11,216.86	6.37
9	10/21	21	776.0	756.4	36.0	1,201	908,300	769,200	84.69	10/26	215.90	3,562.76	4.71
9	-	310	11,109.0	10,886.2	35.1	1,542	16,789,196	14,519,520	86.48	-	214.36	67,734.62	6.22
<u>1984</u>													
1	2/29	34	1,296.0	1,276.6	37.6	1,371	1,750,190	1,522,711	87.00	3/ 5	217.75	6,992.93	5.48
		[33	1,188.0	1,171.6	35.5	1,225	1,435,190	(Bigeye tuna)					
		1	108.0	105.0	105.0	3,000	315,000						
2	3/14	17	822.0	768.0	45.2	2,962	2,274,980	2,002,269	88.01	3/16	219.30	9,130.27	11.89
		[14	572.0	565.6	40.4	2,077	1,174,880	(Bigeye tuna)					
		1	100.0	99.4	99.4	9,000	894,600						
		2	150.0	103.0	51.5	1,995	205,500						
3	3/17	1	103.0	102.6	102.6	2,400	246,240	194,263	78.89	3/22	216.65	896.67	8.74
		1	103.0	102.6	102.6	2,400	246,240	(Bigeye tuna)					
4	3/23	5	221.0	219.0	43.8	2,080	455,460	375,870	82.53	3/27	216.75	1,734.12	7.91
5	4/18	10	430.0	426.2	42.6	1,688	719,340	604,888	84.09	4/23	210.50	2,873.58	6.75
5	-	67	2,872.0	2,792.4	41.7	1,950	5,446,210	4,700,001	86.30	-	217.32	21,627.57	7.75

Australian fresh tuna - Ulladulla

Selling			Auction price					Conversion					
NO.	Date	Pieces	Weight	Re-weight	Average	Average	Total	Remittance	Rate	Date	Rate	Total	Per kg
1984			(kg)	(kg)	(kg)	(yen)	(yen)	(yen)	(%)	(1 A\$=yen)	(A\$)	(A\$)	(A\$)
1	3/23	18	937.0	935.4	52.0	2,137	1,999,173	1,748,840	87.48	3/27	216.75	8,068.47	8.63
		[16	731.0	734.4	45.9	1,812	1,330,473						
		2	206.0	201.0	100.5	3,327	668,700	(Bigeye tuna)					
2	4/ 4	19	932.0	916.0	50.5	2,861	2,620,720	2,305,468	87.97	4/ 6	211.20	10,916.04	11.92
		[18	824.0	812.0	45.1	2,049	1,663,920						
		1	108.0	104.0	104.0	9,200	956,800	(Bigeye tuna)					
3	4/ 9	22	1,052.0	1,042.2	47.4	1,989	2,072,450	1,814,039	87.53	4/12	208.95	8,681.69	8.33
4	4/11	16	735.0	730.0	45.6	1,570	1,147,020	982,744	85.68	4/13	207.80	4,729.28	6.48
5	4/16	23	1,035.0	1,030.2	44.8	2,693	2,774,600	2,440,705	87.97	4/20	210.65	11,586.54	11.25
		[22	951.0	946.2	43.0	2,577	2,438,600						
		1	84.0	84.0	84.0	4,000	336,000	(Bigeye tuna)					
6	4/18	21	1,056.0	1,049.2	50.0	2,317	2,430,838	2,129,301	87.60	4/23	210.50	10,115.44	9.64
		[20	939.0	934.2	46.7	1,827	1,706,338						
		1	117.0	115.0	115.0	6,300	724,500	(Bigeye tuna)					
7	4/20	9	553.0	546.4	60.7	3,583	1,957,760	1,718,588	87.78	4/25	210.05	8,181.80	14.97
		[8	439.0	434.4	54.3	2,883	1,252,160						
		1	114.0	112.0	112.0	6,300	705,600	(Bigeye tuna)					
8	4/27	9	468.0	458.8	51.0	2,816	1,291,760	1,120,797	86.77	5/ 2	213.05	5,260.72	11.47
9	5/ 2	24	1,132.0	1,124.2	46.8	4,048	4,550,900	4,042,787	88.83	5/ 8	212.85	18,993.60	16.90
		[23	1,057.0	1,049.2	45.6	3,816	4,003,400						
		1	75.0	75.0	75.0	7,300	547,500	(Bigeye tuna)					
10	5/ 7	22	1,099.0	1,095.2	49.8	2,607	2,855,580	2,487,089	87.10	5/10	210.30	11,826.39	10.80
11	5/ 9	19	1,064.0	1,053.6	55.5	2,616	2,755,940	2,424,734	87.98	5/14	210.40	11,524.40	10.94
11	-	202	10,063.0	9,981.2	49.4	2,651	26,456,741	23,215,092	87.75	-	211.27	109,884.37	11.01
		[195	9,359.0	9,290.2	47.6	2,421	22,517,641	(Yellowfin tuna)					
		7	704.0	691.0	98.7	5,701	3,939,100	(Bigeye tuna)					

Australian Yellowfin tuna - Ulladulla

Selling						Auction price		Remittance Rate		Exchange		Conversion		Per kg
NO.	Date	Pieces	Weight	Re-weight	Average	Average	Total		Rate	Date	Rate	Total		
			(kg)	(kg)	(kg)	(yen)	(yen)	(yen)	(%)		(1 A\$=yen)	(A\$)		(A\$)
12	5/18	16	815.0	812.0	50.8	3,248	2,637,380	2,320,239	87.98	5/22	212.45	10,921.34	13.45	
		[15	763.0	760.0	50.7	3,265	2,481,380							
		1	52.0	52.0	52.0	3,000	156,000		(Bigeye tuna)					
13	5/23.24	67	3,325.0	3,303.0	49.3	2,485	8,208,950	7,270,882	88.57	5/28	211.40	34,393.95	10.41	
		[66	3,254.0	3,233.0	49.0	2,431	7,858,950							
		1	71.0	70.0	70.0	5,000	350,000		(Bigeye tuna)					
14	5/25.26	33	1,726.0	1,712.6	51.9	3,338	5,715,940	5,059,172	88.51	5/30	211.00	23,977.12	14.00	
15	5/30	32	1,864.0	1,841.0	57.5	3,111	5,728,160	5,086,635	88.80	6/ 4	211.35	24,067.35	13.07	
		[29	1,511.0	1,495.0	51.6	2,632	3,934,160							
		3	353.0	346.0	115.3	5,185	1,794,000		(Bigeye tuna)					
16	6/ 2	47	2,531.0	2,539.2	54.0	3,008	7,638,760	6,793,998	88.94	6/ 6	208.50	32,585.12	12.83	
		[46	2,415.0	2,425.2	52.7	2,844	6,897,760							
		1	116.0	114.0	114.0	6,500	741,000		(Bigeye tuna)					
17	6/44	21	1,086.0	1,081.2	51.5	2,556	2,763,640	2,430,384	87.94	6/ 6	208.50	11,656.52	10.75	
18	6/ 6	34	1,824.0	1,814.0	53.4	2,870	5,205,280	4,617,115	88.70	6/11	210.50	21,934.04	12.09	
19	6/ 9	34	2,009.0	2,001.0	58.9	3,344	6,691,500	5,948,643	88.90	6/13	211.10	28,179.26	14.08	
		[32	1,822.0	1,814.2	56.7	3,079	5,586,180							
		2	187.0	186.8	93.4	5,917	1,105,320		(Bigeye tuna)					
20	6/11	20	1,146.0	1,151.8	57.6	3,613	4,161,350	3,676,026	88.34	6/14	210.25	17,484.07	15.18	
		[19	1,033.0	1,041.8	54.8	3,308	3,446,350							
		1	113.0	110.0	110.0	6,500	715,000		(Bigeye tuna)					
21	6/15	40	2,391.0	2,385.6	59.6	3,503	8,356,520	7,436,267	88.99	6/19	208.50	35,665.55	14.95	
		[39	2,300.0	2,294.6	58.8	3,444	7,901,520							
		1	91.0	91.0	91.0	5,000	455,000		(Bigeye tuna)					
22	6/18	30	1,531.0	1,528.2	50.9	3,172	4,847,750	4,298,346	88.67	6/21	207.90	20,675.06	13.53	
23	6/20.	27	1,469.0	1,458.6	54.0	3,333	4,862,020	4,313,933	88.72	6/25	207.35	20,805.08	14.26	
12	-	401	21,717.0	21,628.2	53.9	3,089	66,817,250	59,251,640	88.68	-	209.86	282,344.46	13.05	
		[391	20,734.0	20,658.4	52.8	2,977	61,500,930		(Yellofin tuna)					
		10	983.0	969.8	97.0	5,482	5,316,320		(Bigeye tuna)					

Australian Yellowfin tuna - Ulladulla

<u>Selling</u>						<u>Auction price</u>				<u>Exchange</u>		<u>Conversion</u>	<u>Per kg</u>
<u>NO.</u>	<u>Date</u>	<u>Pieces</u>	<u>Weight</u>	<u>Re-weight</u>	<u>Average</u>	<u>Average</u>	<u>Total</u>	<u>Remittance</u>	<u>Rate</u>	<u>Date</u>	<u>Rate</u>	<u>Total</u>	
			(kg)	(kg)	(kg)	(yen)	(yen)	(yen)	(%)		(1 A\$=yen)	(A\$)	(A\$)
24	6/22	18	1,105.0	1,103.4	61.3	4,020	4,436,150	3,939,231	88.80	6/26	206.10	19,113.20	17.32
		16	938.0	937.0	58.6	3,669	3,437,750						
		2	167.0	166.4	83.2	6,000	998,400						
									(Bigeye tuna)				
24	-	621	32,885.0	32,712.8	52.7	2,987	97,710,141	86,405,963	88.43	-	210.06	411,342.03	12.57
		602	31,031.0	30,885.6	49.8	2,832	87,456,321						
		19	1,854.0	1,827.2	96.1	5,612	10,253,820						
									(Yellowfin tuna)				
									(Bigeye tuna)				