

SOUTH INDIAN FEDERATION OF FISHERMEN SOCIETIES



Annual Report
2003 -04

SOUTH INDIAN FEDERATION OF FISHERMEN SOCIETIES

ANNUAL REPORT

2003 - 2004

**Karamana, Thiruvananthapuram
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Introduction

The year 2003-04 was a year of many new initiatives and important breakthroughs for SIFFS. If the launch of a computer software training-cum-development centre for youth from the fishing community was the exciting event at the beginning of the year, the successful start of societies for the first time on the Bay of Bengal Coast ensured that the upbeat mood in SIFFS was maintained at year end. It was also a year when SIFFS dominated the OBM market due to our competitor Matsyafed's internal problems and managed to overcome serious problems in attracting loans for our microcredit programme by a redesign of the programme itself. The launch of major R&D initiatives in boat building and propulsion, a new initiative on the problem of trans-border fishing in the Palk Bay and the start of a series of census of the fishing fleet of the southern districts of Tamil Nadu made it hectic but satisfying year.

On the debit side, the year saw many of our studies and reports delayed and unfinished and a slow down of the organisational restructuring process we had started with great gusto in the beginning of the year. Boat yards made a loss despite increased turnover and ice plants continue to run in loss despite many benefits to the fishermen. The problem of member federation non-viability remained intractable, even though some new initiatives were taken to tackle it.

As far as fishing itself was concerned, the crisis of overcapacity and high operating costs continues to deepen. The burning of two Thoothoor shark fishing boats in Cochin in the wake of the burning of 70 Tamil Nadu vallams in Quilon the previous year, indicates that conflicts are increasing as a result of a crisis in the fishery.

However, the primary societies of the SIFFS network reported a record fish sales value of Rupees 37 crores (8.2 million USD) giving some reason for cheer, even though this is not a clear-cut indicator of the health of the fishery. Even here, the positive aspect is that SIFFS has taken some initial steps in the direction of resource management.

Technological Services

Boat Building

Boat building remains the premier activity of SIFFS but is facing many challenges on the profitability front. Boat production and turnover showed a growth of around 10%, but the real growth was marginal as 12 of the boats sold in 2003-04 were actually produced in 2002-03 but were delivered only in early 2003-04.

Parameter	2002-2003	2003-2004
No. of boats produced	95	116
No. of boats repaired	624	527
Boat sale turnover	83.69 lakhs	1.04 crores
Boat repair turnover	27.62 lakhs	23.34 lakhs
Total turnover	1.11 crores	1.27 crores
Profit	0.03 lakhs	(2.6 lakhs)

The yard wise production and repair turnover is given below:

Yard	Production			
	2002-03		2003-04	
	No	Amount	No	Amount
Veli	34	2,837,650	54	4,821,999
Vizhinjam	10	1,344,000	10	956,950
Neendakara	7	681,250	7	640,945
Vallavila	27	2,283,250	25	2,225,500
Chaliyam	7	511,500	-	-
Mangalore	6	428,000	15	1,422,000
Marianadu	4	284,000	3	221,500
Tharanganpadi			2	126,000
Total	95	8,369,650	116	10,414,894

Yard	Repairs	
	2002-03	2003-04
	Amount	Amount
Veli	220,173	344,300
Vizhinjam	605,625	487,230
Neendakara	789,002	521,002
Vallavila	337,236	224,403
Chaliyam	95,435	9,900
Mangalore	161,220	256,485
Marianadu	177,615	118,715
Tharanganpadi	376,400	372,530
Total	2,762,706	2,334,565

While Veli showed an increase in turnover on account of orders coming from northern Kerala, Mangalore showed a significant improvement due to improved local orders. Neendakara could not function at full capacity due to work on reconstruction of the main work shed, and some business was lost. Vallavila functioned more or less at the same level, but Vizhinjam showed a declining trend on account of local competition becoming very tough. Marianad's performance continued to be poor and we were considering a temporary closure at year end. The problem of higher boat prices due to sales tax (which is not paid by our competitors who are part of the informal sector), and the credit provided by private yards make it difficult for SIFFS to compete in some villages. While the quality and performance of SIFFS boats are acknowledged by all, the willingness to pay for it varies from locality to locality.

We closed down the Chaliyam yard due to the land owner wanting the land back (it was on rent) and are hoping to relocate it at a better place on the Malabar coast. Tharanganpadi boat yard on the East Coast is yet to pick up business and is so far depending on repair work. The SIFFS models which looked to have a market when we started the yard have not clicked as the "Maruti" model

developed by the informal sector has become the dominant model. So SIFFS has also started working on the Maruti model and has developed a new version which appears to be promising. We have to wait and see in the coming year whether this will take off. We are new entrants in the east coast and need to stay the course and do all that is necessary to establish ourselves.

The boat yard profitability took a big hit despite the increase in turnover. The main problem was our inability to increase prices to take care of the extra burden imposed by sales tax. Even though we had started collecting sales tax from the previous year, this was accompanied by a reduction in margin to keep the boat prices competitive. This year we did increase the price by around Rs.2000, but the costs, especially salaries increased. Hence the network made a loss for the first time in some years. We had been awaiting the introduction of VAT, but the postponement meant that we have to wait for some more time for the creation of a "level playing ground". Our requests for sales tax exemption also fell on deaf ears as the State Government is unwilling to take such decisions when a VAT system is on the anvil. However, we do not know whether VAT, when it comes will be a text book case with no exemptions or whether it will be many distortions that hurt our business.

The significance of our boat building intervention continues to be strong with continuing changes in the boat market. The change over to FRP boats is rapid in the full-decked boat market in the South, while the vallam market in the South remains with the cheaper plywood option. In the North, where our presence has been limited, the shift to FRP is also rapid for the vallams. Demand for new models are coming from different parts of the coast. In Southern Kanyakumari, the interest in kattumaram

look-alikes continues to be strong. Only the preference is for FRP versions. Manakudi fishermen are buying FRP kattumarams with built-in ice boxes and suitable for use with 10 HP OBMs despite the fact that these boats are more expensive than deck boats and vallams with higher capacity.

Boat Yards	2002-2003		2003-2004	
	No. of Boats	Turnover (In Lacs)	No. of Boats	Turnover (In Lacs)
Muttom	32	33.9	38	40.07
Anjengo	23	16.11	18	12.26
Quilon	17	9.55	10	6.38
SIFFS	96	83.65	116	104.15
Total	168	143.21	182	162.86

The above table gives the boat production in the SIFFS network including that of boat yards that are run by member federations with technical support from SIFFS. The Muttom boat yard which is the largest one in the network continues to run at well below its capacity reducing the overall production and turnover of the network.

Investments were done in expanding our network during the year. Land has been purchased for a new boat yard in Kakinada in Andhra Pradesh. Veli Boat yard infrastructure has been improved. A new R&D shed is coming up. The start of a Malabar boat yard continues to be delayed on account of inability to locate a suitable plot of land that is affordable and does not violate CRZ regulations.

Research and Development

The year saw a number of new boat models being developed and a major initiative on diesel propulsion.

The following were the initiative in new craft development.

- ⇒ A 29' FRP kattumaram was developed for the Manakudi area to replace the plywood version; the new model is already successful and orders are being received
- ⇒ A 29' FRP version of the Gillet kat (GK) has been developed and launched for the Vizhinjam area and this has been accepted locally and immediately copied by private yards!
- ⇒ A 30' FRP GK has been developed for Vallavila at year end and was to be given on trials soon.
- ⇒ In Tharangapadi, we opted to work on a larger (28') Maruti model that could take more nets and also be suitable for inboard motor use.
- ⇒ We tried out in Kakinada, the 21' plywood teppa that had been introduced in Srikakulam along with the more successful 16' teppa. The Uppada fishermen were quite positive about this model and sought some changes. These were incorporated and the boat is now undergoing trials satisfactorily.
- ⇒ In Srikakulam, our collaboration with ARTIC continued with training given to the boat yard staff at Kaviti for FRP boat making by Mr. Babu Rao, our consultant engineer.

On the propulsion front, the threat of shifting from 2-stroke kerosene models to the unaffordable 4-stroke petrol models by Suzuki Motor Corporation created renewed interest in installing in-board diesel engines on the SIFFS plywood/FRP boats. We had done a lot of work

in the late 80s on diesel power poles and in-board installations, but the OBM craze swept away our efforts. Now with fishermen all over the South West Coast struggling to cover operating and maintenance costs of the OBM, there is a new opportunity for diesel motors.

We decided to work on in-board diesel installation on the larger version of the FRP Maruti boat for the East Coast and a similar installation on the plywood vallam for the West Coast. The dieselisation of the Maruti boat made good progress due to the supply of a free 10 HP motor by the Greaves Company whose diesel long tail already dominates the East Coast. We have gone for a reduction gear box with reverse gear. Mr. Babu Rao of Kakinada is advising on in-board installation and he is confident about the beach landing ability of our model despite having a propeller sticking out at the back.

Our work on dieselisation of the ply-vallam did not start off due to various delays in obtaining a suitable engine. Here the Gujarat company that manufactures Field Marshall engines has come forward to supply a complimentary unit for trials. The distraction for this project came in the form of an imported diesel OBM. The same company imported one diesel 10 HP OBM unit from China. Initially the Chinese OBM seemed to be a good choice. It generates good speed (as essential requirement on the West Coast!) and is quite fuel efficient (just 1 litre of diesel per hour of operations!). However, the body work is crude, the engine quite heavy (80 kgs) and the starting difficult. The Quilon fishermen struggled to handle the motor and rejected it. We then tried it in a couple of other locations and found fishermen uninterested. There is still a good future for the Chinese OBM if only the body is improved and handling is made easier.

We now intend to work on the dieselisation of the ply-vallam next year. Mr. Srinath, a consultant to the Gujarat firm is collaborating with us on this work.

Serious efforts continued with safety and navigation issues. We explored the possibilities of using EPIRBs on the motorised craft so that distress signals could be picked up by ISRO satellites. The ISRO is willing to cooperate, but the problem is to locate EPIRBs that are affordable to small fishermen. We also designed a course for navigation and safety for small fishermen in consultation with experts and hope to start classes all over the Kerala Coast next year.

Out Board Motors

The OBM Department's fortunes had an upswing this year on account of Matsyafed not importing any Suzuki motors and concentrating only on the sale of Yamaha motors. As mentioned in our earlier reports, from 2000 we are running a handicap race, with Matsyafed getting sales tax exemption on OBM sales while SIFFS has to pay 13.8% tax (12% ST plus 15% AST). This means that we are just not competitive with Matsyafed and have to depend on outside Kerala sales or to wait for Matsyafed to have a stock-out situation. In 2002-2003 we had to stay in the market by providing motors at a loss to our members. This year, we did well by selling 584 motors, all 9.9 HP motors except for three 2.3 HP motors.

Period	DT 9.9KL		2.3 HP		Total
	Sales		Sales		
	M	NM	M	NM	Qty
2002-03	133	116	-	-	249
2003-04	285	296	-	3	584

M - Members NM - Non-Members

The threat of Suzuki stopping 2-stroke motor productions receded for the time being with SMC deciding to manufacture 2-stroke models for some more time from their Thai company. How long this will continue is anybody's guess but the commitment at the moment is to produce till 2008.

The OBM workshop network continued to improve with greater emphasis on strengthening our capacity to undertake boring of the engine cylinder and insert sleeves. Greater use of indigenous spare parts is taking place reducing the maintenance costs for the fishermen. However, the increase in the availability of smuggled OBM parts affects our business growth and margins. The tables show the performance of our OBM workshops and spare parts shops. The decline in spares sales turnover is due to the shift to local parts.

During the year we started a new OBM workshop at Gangolli in South Canara, which is our Northern most workshop. We also made a beginning with servicing of diesel long tails at our Muttom workshop. There are many commercial and technical hurdles to cross before we can make a mark in diesel long tail servicing where the private sector has a big head start over us. However, this will be crucial for our East Coast expansion.

During the year we inducted 10 trainee mechanics who underwent rigorous training at our workshops. This was to help in our expansion plans as well as to provide substitutes for mechanics who had left our employment to set up their own workshops.

The coming year will be challenging for our OBM department as Matsyafed will be back in the competition with Suzuki motor imports and with the VAT being

postponed yet again, we will not get the level playing ground we desire.

Centres	2002-03	2003-04
Marianadu	13.22	8.66
Neendakara	9.32	9.22
Kollam I	5.82	3.94
Kollam II	6.44	5.73
Ambalapuzha	3.53	4.68
Vizhinjam	10.34	8.97
Tharanganpadi	3.90	2.66
Muttom	3.93	3.40
Vallavila	-	2.85
SIFFS	-	5.39
Kasaba	2.28	3.30
Mangalore	2.88	2.42
Gangoli		2.27
Mahe	0.79	0.73
Chaliyam	2.99	2.65
Total	65.44	66.87

Stores

Vizhinjam	12.33	10.32
Central Store	12.87	7.09
Ambalapuzha	0.25	0.26
Malabar	0.04	0.04
Total	25.49	17.71

Post Harvesting and Marketing

Ice plants

The two ice plants at Enayam and Vizhinjam continue their operations under adverse conditions ensuring timely ice availability and a control on ice prices which fluctuate widely otherwise. The Enayam plant had a decline in sales as the season for certain species like squid that require icing was poor. This was one of the worst years for fishing in the local area since our ice plant started operations seven years back. The hike in electricity charges

aggravated the problem and we had to increase the price of ice to Rs.40 a block.

Vizhinjam did better with a small increase in sales. Here there is good competition and our presence keeps the prices under control. However, the drought conditions in Kerala aggravated the water problem in Vizhinjam and we had to buy water for producing ice during certain months. This increased costs and also led to some loss of market due to unavailability of water at times.

The following are some of the key performance indicators for the ice plants.

	Enayam	
	2002-03	2003-04
Price per block (Rs)	32-35	37-40
Ice produced in blocks	18,610	16,187
Ice produced in tonnes	931	809
Sales (Rs)	570,373	576,843
Crushing charges recd.	10,881	9,906

	Vizhinjam	
	2002-03	2003-04
Price per block (Rs)	20-29	22-28
Ice produced in blocks	46,678	49,293
Ice produced in tonnes	2,334	2,465
Sales (Rs)	1,016,116	1,144,722
Crushing charges recd.	20,424	52,526

Fish Marketing

After a few years of experimentation with exports, social labelling, and other market interventions, our direct market intervention is at the moment limited to a retail fish shop in Trivandrum. The fish shop that concentrates on high value species for the urban market worked smoothly giving us some useful market exposure and a

good public image. The shop's sale was more or less the same as last year but profitability improved on account of streamlining procurement and reducing operating costs.

Since we had stopped our direct market interventions, the federations sought a decentralised market intervention to be done at their level. The Kanyakumari and Trivandrum Federations sought salary support for one marketing manager each so that they can try out new ideas and this was accepted by the SIFFS Board. In Kanyakumari, the Federation decided to work on the problem of huge delays in payment by merchants for fish bought from societies. This leads to a large part of the capital of the societies being locked up as merchant dues and we are seeing a situation of fishermen actually providing credit to merchants and merchants growing at the expense of the societies. Delays in payment of fishermen bills and loan repayment to SIFFS and the banks are a result of this.

The Kanyakumari Federation was able to re-organise the marketing in the Enayam belt by working out a system of Federation collecting the dues from the leading merchants in the district rather than the societies collecting dues from the local merchants who act as agents of the bigger merchants. This system brought down the marketing dues significantly and improved the timely payments of bills to members and repayment of loans to SIFFS and the banks. However, there was evidence that the merchants were planning to strike back by creating other local problems in the coming months.

The Trivandrum Federation opted to work on fuel supply to their members rather than fish marketing using the

SIFFS salary support for a marketing manager. The huge exploitation in supply of fuel by middlemen who buy out the kerosene quota from the fishermen is a chronic problem in Trivandrum. Fishermen lose anything between 10,000 to 20,000 rupees a year due to this. The Trivandrum Federation developed a credit linked fuel supply scheme. It bought back the fishermen's kerosene quotas from the middlemen and started bulk purchase and supply of kerosene with the kerosene permits of members. This is a promising scheme and might also contribute to a significant improvement in the financial viability of the Federation.

Using the working capital loan given by SIFFS, our Federation in Nellai and Tuticorin continued its operations of directly supplying fish to Kerala wholesale markets during the peak season. This ensured good prices and pre-empted any price manipulation by local merchants.

SIFFS also assisted the new society in Tharanganpadi to directly access the Kerala wholesale fish markets on a few occasions when the local price was manipulated by the merchants. This increased the bargaining capacity of the society and the local fishermen say that they are now getting double the fish prices they were getting before the society started operations.

Information Services

Studies and Documentation

During the year there was plenty of action in terms of new studies and ongoing studies, but the final output was somewhat delayed due to lack of personnel at the level of report writing and editing. We hope to set this right in the coming year.

The most important ongoing study was the costs and earnings study for which data collection had been done the previous year. The enormous data that had been collected needed considerable amount of verification and validation before tables could be prepared. Mr. Girish Simon who has been in research and analysis work in SIFFS for the last couple of years took up this task and was able to complete the data correction and prepare tables. As the final analysis and report writing needed our Chief Executive's inputs, this got delayed and could not be completed by year end. Meanwhile Mr. Girish left SIFFS towards the end of the year.

A Census of the fishermen and fishing fleet of Kanyakumari district was conducted during the year. The study had been commissioned by Action Aid India which is interested in the issue of fishing harbours/anchorages demanded by the fishermen of Kanyakumari district. This is SIFFS' first foray into Tamil Nadu for a Census, even though SIFFS has been doing it in Kerala since 1991. The interesting feature of the Kanyakumari census was the use of a new channel for rapid data collection. All fishermen of Kanyakumari have been organised by the Church into "Basic Christian Communities" or "anbiyam". Each BCC has 20-30 families and every one knows all that needs to be known about every one else in a BCC! We interviewed BCC leaders to get accurate information on the number of fishermen, craft and gear. The census also gave us good information on the housing and sanitation situation on the coast in Kanyakumari. Information related to migration is also significant as Kanyakumari is a district with high fishermen migration to Kerala and other states.

Another census was conducted for the area from Tuticorin to Rameswaram which is part of the Gulf of Mannar coast. Dhan Foundation commissioned this study as part of the

intervention in the Gulf of Mannar coast under a UNDP project jointly implemented by Dhan and MSSRF. Dr.Subramanian, who had joined us for working on a study on the Gulf of Mannar, did this census through RRA techniques that SIFFS has been using in Kerala. The final draft is ready but some editing work remains for the report to be published. This work is expected to lead us to resource management work in the Gulf of Mannar where a GEF project was launched during the year.

Towards year end, a survey was done of the entire Indian coast except for the state of Gujarat. This was to compile background information on the Indian fisheries to enable a classification of the fishing units and to understand the kind of conditions under which the fishermen work. The immediate provocation for the study was the discussion on labour standards in fishing at the level of ILO. This survey was funded by ICSF. The outcome of the survey showed that further work is needed to validate the data collected and to put it in a systematic manner.

Mr. Sharma, our Kakinada Regional Manager, completed a study of the migration of fishermen in Srikakulam district of Andhra Pradesh. The final report is under preparation with the help of Mr.Venkatesh who initiated our Andhra operations.

SIFFS also collaborated with the Centre for Earth Science Studies (CESS) on a study of the coastal area of Mararikulam as part of an IUCN three-country study project. Our Chief Executive and Girish worked with Dr.Sreekumar Chattopadhyay of CESS to look at the local institutions in the area and their potentials. This study has given SIFFS useful insights and contacts to launch a resource management programme in the ring seine belt.

Dissemination

SIFFS organised a number of workshops and meetings during the year on a variety of topics for fishermen leaders, trade unions and NGOs. These included a workshop on fisheries management at YMCA on the occasion of the World Fisheries Day, 21st November. A number of presentations were also made on a variety of topics. Our Chief Executive made a presentation on ILO labour standards at Arnala, Maharashtra in the National Fishworkers Forum meeting in January 2004.

Two workshops were organised in the Gulf of Mannar region in collaboration with Dhan foundation to share the results of the Census conducted by SIFFS. Similarly two workshops were organised in Nagercoil to share the results of the Kanyakumari Census.

A number of exchange programmes were organised. A group of fishermen from Andhra Pradesh (Vizag to Kakinada belt) visited SIFFS societies with a view to organise similar societies in their area. Similarly a group of fishermen from the Tarangambadi area visited SIFFS prior to organising societies in their area.

In March, the SIFFS Board visited successful fishermen cooperatives in Mannar, Sri Lanka. This was an exchange programme organised with the support of the FAO. A Sri Lankan fishermen team is expected to come on a return visit in the coming year.

In addition to the above, exchange programmes were organised as part of our microfinance capacity building activities

As far as publications are concerned, DTP work has been done on a number of reports and papers, including a paper

on trans-border movement of fishermen. The reports are likely to be published early next year. One CD has been brought out on the functioning of SIFFS societies in English and Tamil with a view to use it as training material for fishermen in new areas who intend to start societies.

By year end, SIFFS was working on setting up a full fledged Documentation Centre and had recruited Mr.Thaddeus for this purpose. The Documentation Centre is expected to serve both the internal needs of SIFFS and also those working in the fisheries sector.

Computer Centre

The SIFFS computer centre was busy with a number of software development projects for internal needs in addition to doing all the regular work of network management, email management, data processing and DTP. A major work that was completed was the member database, an ambitious project that was started last year. That database is stored on our server and accessed on the SIFFS Intranet. It contains all relevant information about every member of the SIFFS society network as well as the societies themselves. Information on fish catches, fishing assets, etc., can be looked up by all members. This database has to be periodically updated and it can be useful for long term impact assessment as well.

Another major in-house project was the development of an MIS system. Earlier attempts at a computerised MIS were not successful as the departments found it an extra work load and did not enter the data on a regular basis. Further investigations showed that each department was using its own system to manage information on the computer and these systems were varied and not compatible. We decided that to create a new MIS package

at one go taking into account all the needs would be too difficult and time consuming. It was decided to create a module for each department based on what they were already doing with Oracle as the database and a VB based front end. In addition, certain transactions like billing will be automated as part of this, giving the departments an incentive to switch over from their existing programmes.

Once the modules for each department are ready, they can be integrated into a single SIFFS MIS programme. Mr. Wilfred, our Computer Programmer, did a study of each department's internal data handling systems and came up with separate modules for the OBM, boat yard, ice plant, fish shop and personnel departments. By year end, these modules were being tested by each department. From the beginning of the next year, the concerned departments will be shifting their data entry to the new programme. Microfinance activities of SIFFS are already covered by the MCG software. Sometime next year we will integrate all these programmes into a single MIS that will bring out periodical reports needed for different levels (Department heads, Chief Executive and Board).

The computer centre also took care of the training and technical needs of the computer centres of our member federations and the Sthree Niketh Vanita Federation. Regular training programmes were organised for staff in these federations.

Other IT interventions

SIFFS continued with its efforts to promote computer usage at village level societies. The back-end computerisation that started the previous year at Quilon has overcome all teething problems and was functioning routinely during the year. With computerisation, the monitoring

and internal audit of work of Federation have strengthened. We started work on computerising one cluster of societies each in Anjengo (Trivandrum district) and Enayam (Kanyakumari district). A key to the success of computerisation is the need for user groups to take care of the operation and maintenance costs as well as to provide for replacement of hardware. So we had to explain the need for setting apart money for this and work out the level of contributions that societies have to make. We also organised exposure visits to Quilon so that the leaders can judge for themselves the benefits of computerisation and decide whether it is worth the price. Both groups had finalised their plans by year end and we hope to install the systems and make them operational in the coming year. The software developed for Quilon required some modifications and this work has been outsourced to InApp in Technopark.

Advocacy and Lobbying

SIFFS is active in various issues that affect artisanal fishermen and the fishing sector in general. SIFFS works closely with trade unions, fishermen associations and NGOs on issues of common concern. During the year we participated in a number of meetings on issues of common concern and even organised a few ourselves. In Kerala, we work closely with the Kerala Swatantra Matsyathozhilali Federation and at the national level with the National Fishworkers Forum (NFF). In particular we were involved in two important initiatives: ARIF and the Campaign against the Shark Fishing Ban by Karnataka Government. Our Chief Executive participated in a meeting with MPs from coastal states organised by NFF at Delhi in December 2003 to press for various demands of the fishing community.

ARIF

The Alliance for Release of Innocent Fishermen (ARIF) has been in operation for the last 7 years and SIFFS has been hosting the Secretariat and providing all necessary support for ARIF activities. While our Chief Executive is the Convener of ARIF and provides leadership to ARIF activities, Mr. B. Antony works more or less full time on ARIF matters. During the year we followed up a large number of cases related to Indian fishermen from Tamil Nadu getting arrested in Sri Lanka and Sri Lankan fishermen getting arrested in India. Our partners in Sri Lanka worked closely with us and helped us.

Over 100 Indian fishermen were arrested and we were able to get them released through liaison with the Tamil Nadu Fisheries Department and Indian High Commission on the one hand and the Sri Lankan NGOs and Sri Lankan Dy. High Commission on the other. In many instances our Sri Lankan counterparts engaged advocates to appear in court on behalf of the arrested fishermen. Release of fishermen was somewhat easier than release of boats. At year end, we still had around 83 boats in Sri Lankan custody. As far as Sri Lankan fishermen were concerned, the number of cases was lower this year but the time delays in India, especially when the fishermen are detained in Cochin is too high. Unfortunately, India is prosecuting the so-called "skippers" ignoring that they are just ordinary fishermen. Most have to spend time on a long drawn out case and then go home after paying a fine. The boats are generally confiscated.

The problem took a new turn this year with the Sri Lankan fishermen of the Northern Province (Mannar, Jaffna and Vadamarachi) themselves capturing the Indian fishermen and boats and handing them over to the local authorities.

A few clashes also took place at sea and one Sri Lankan fisherman died in February 2004 as a result of one such clash. In view of this new development, ARIF made contacts with fishermen organisations in the Northern Province. Antony and Arulanandam visited the North in March 2003 and this was followed by a visit of our Chief Executive in June 2003 to Mannar. It became clear that the Sri Lankan fishermen in the North are reviving their livelihoods after a 20 year break due to the civil war. Now they find the operations of the Indian vessels, especially trawlers, a major threat to their livelihood. Our visits also gave us the impression that the Sri Lankan fishermen were ready for a dialogue with the Indian fishermen and were keen on a solution.

ARIF organised meetings of fishermen leaders from Rameswararm to Nagapattinam to explore the possibility of a dialogue. Though there was some scepticism on a unofficial dialogue brokered by NGOs, the idea became a strong one when the problems at sea started increasing. We got encouragement for a people-to-people dialogue from the Director of Fisheries of Tamil Nadu, the BOBP and the FAO. All associations were approached to select a representative team from Tamil Nadu and a series of meetings were held. It was decided to take the team to Sri Lanka for discussions in March 2004. However, various developments in Sri Lanka, including their Parliament election meant that the visit had to be pushed to the beginning of the next year. However, the visit raises hope of finding a new approach to solving a problem that has been festering for the last 20 years.

Karnataka Shark Fishing Ban

During the year, the Karnataka Fisheries Department suddenly banned shark fishing on the pretext of protecting

the shark species. However, the ban was clearly inspired by the fact that the shark fishermen are from Tamil Nadu and the locals would rather not have them fish in their area. The ban was not backed up by any statistical or scientific evidence and also ignored the fact that shark fishing is done in the deep sea, often beyond 12 nautical miles (the State has only jurisdiction up to 12 nautical miles).

The ban immediately affected the livelihood of the SIFFS members who belong to the shark fishermen's association. SIFFS supported the shark fishermen's association to take up the issue with the Karnataka Government. Our Chief Executive produced a note on the issue which was widely circulated and Mr. Vincent Jain coordinated the advocacy work. By year end, as a result of all this, the ban was not implemented, even though it was not officially withdrawn.

Membership/Cooperative Services

Expansion of Society Network

SIFFS work on expansion of society network got a boost due to a breakthrough achieved in Taranganbadi in Tamil Nadu's Nagapattinam district. We have had a presence in Tarangampadi for the last few years starting with a OBM training centre, then a OBM workshop and finally a boat yard. However, society formation in a new area is a tricky business and we took time to start the intervention. A field office was started and one of our staff was deputed to work in the area.

After a detailed survey of 10 villages in that belt, we started working with the Tarangambadi fishermen. After

a series of classes and an exposure trip to Kanyakumari, a society started functioning from January onwards. The good spadework paid off and we have a society that already promises to match our best societies on the West Coast. In just two and a half months, the society recorded a turnover of 16 lacs and the beach prices have almost doubled for many species. The pressure to start societies in other neighbouring villages has already started and we managed to start a second society in Chinnangudi by March end. We are now very optimistic about the spread of societies on Tamil Nadu's Bay of Bengal Coast, given that the fishing community up to Chennai is the same and the fishing techniques are also the same.

Our work in Andhra was reviewed after the failure of the first society organised at Budagotlapalem in Srikakulam district. We decided to select more potential villages from the Kakinada—Vizag belt. A group of villages were selected based on market conditions, productivity and fishermen willingness. An exposure programme to Kerala societies was organised and training given for society formation. Groups have been formed already but society operations will start only next year in perhaps three villages. We hope to post someone from the head office to participate in the initial period of society operations.

The growth of our Malabar societies continues with the Regional office in Malabar playing a key role. The existing societies grew by organising debt redemption for new members and also by starting a new society in Koilandy through a debt redemption scheme. There is still a good growth potential in Malabar in the Koilandy belt of Kozhikode and the Thanur belt of Malappuram.

Strengthening of Member Federations

SIFFS has been working in many ways to strengthen the member federations. The key problem at the moment is the viability of the federations. SIFFS supported the federations to develop their own strategies and plans for self reliance and viability. TDFF in particular worked on developing a business plan with the help of an external resource person that will lead it to self reliance. Discussions were initiated with the Kanyakumari and Quilon Federations on the issue.

Financial assistance was also provided to help member federations develop new activities and businesses that will strengthen them. Here TDFF started a fuel supply scheme for members by buying back the kerosene permits from middlemen and fuel suppliers. Quilon Federation already runs a similar scheme and we helped it to strengthen this activity. Kanyakumari opted to use our assistance to make its death/old age relief scheme sustainable as it had become a drain on its finances.

We continued to assist the associate members: Association of Deep Sea Going Artisanal Fishermen (ADSGAF) and the Nellai Federation. The Nellai Federation which went into a decline a few years back has consolidated itself at a lower level of membership and we intend to help them grow once more through new interventions.

The Shark Fishermen Association (ADSGAF), went through many ups and downs last year. It appears to be a difficult process of sustaining the association when their livelihood itself is being threatened. In addition to the shark ban in Karnataka, the shark fishermen faced a major crisis in Kerala. In Cochin, where the largest part of the shark

boat fleet is based, fishermen belonging to a particular area have been campaigning to get rid of all boats from Tamil Nadu. This campaign turned violent and 2 boats were burnt down. The situation turned serious but was brought to normalcy due various interventions. Due to the work of AD SGAF and SIFFS, the Kerala Government took a firm position in favour of the Tamil Nadu fishermen and the possibility of throwing Tamil Nadu fishermen out of Kerala has been stalled for the time being. Such fire fighting operations distracted us from looking at the financial self reliance of AD SGAF.

Though the problem of federation viability remains, the various services of SIFFS and the federations are clearly strengthening the village societies. During the year, the total fish sales turnover of our society network increased to nearly 37 crores. After many years of stagnation in the 90s, the society turnover is steadily increasing year by year. While higher prices of fish could be a reason, there is also reason to believe that our credit programme coupled with other services have increased catch and perhaps, member compliance. It is worth noting that the biggest growth has come in from Kanyakumari. Trivandrum has also been showing a steady growth while the other federations have been fluctuating in their fortunes. The following table gives the growth in the last three years.

Federation	Fish Sales (Rs. in Crores)		
	2001-02	2002-03	2003-04
Kanyakumari	12.77	16.86	19.29
Trivandrum	5.96	6.48	7.03
Kollam	4.32	4.24	5.23
Malabar	2.9	2.74	2.82
Nellai-Tuticorin	2.06	2.16	2.05
Central Tamilnadu	-	-	0.16
Total	28.01	32.48	36.58

Financial Services

Micro Credit

The microfinance programme of SIFFS has become a crucial part of the service we provide to members of our society network through the district federations. Here, it is the credit part of the service that has become vital to the growth and stability of the membership. During the year we went through a major crisis on account of inability to access credit due to the perception of SIDBI and the rating agency that our PAR (portfolio at risk) was unacceptably high. In view of the extreme seasonality of fishing, and the fact that we are mostly dealing with a 36-month loan product, we have preferred to use PAR-180 as the right indicator for assessing the loan portfolio quality. However, for SIDBI and the M-Cril (our rating agency), the choice was normally PAR-60 or at best PAR-90. This meant that our PAR was always unacceptably high. As a result, our credit rating plummeted to β^- with a recommendation not to lend without changes in system.

Till March 2004, we did not get any external loan for the credit programme, while repayments were done to SIDBI bringing down our portfolio. However, we maintained the portfolio size by borrowing from other departments of SIFFS, especially the commercial departments. Still there was a real credit squeeze for the members as the loan sizes are getting larger in every cycle and our credit portfolio needs to grow even if no new clients are added. Meanwhile we started a serious exercise to improve our PAR. An incentive was offered to society staff to recover overdue loans and a loan recovery drive was undertaken. This yielded good results, especially in Kanyakumari district, where we have the largest membership. We also did a detailed study of each pending loan and assessed

our ability to recover. Based on this study we decided to make a write-off of around Rs.10 lakhs on our 2.5 crore portfolio, which was a significant change from our earlier write-offs of 1-2 lakhs a year.

However, while the above measures did bring down PAR a bit, the seasonality problem, obviously, did not go away and we were still having high PAR for 30 and 60 days. Finally the impasse was broken by SIDBI HQ in Lucknow which sent a SFMC team to look into the problem at their own initiative. The team went through our figures and recommended that our demand schedule for loan repayment should be reworked taking into account the seasonality in fishing. They were clear that what SIFFS was facing was only a technical problem rather than a serious problem with portfolio quality. At this stage we sought the help of Mr.Ramesh Arunachalam, one of our mentors for the credit programme, and he came up with an elegant formula to fix the demand chart taking into account the seasonality. The net result was that our PAR figures are now respectable and we have started using PAR-30 as the bench mark rather than PAR-180.

With this change, we were once again able to access SIDBI credit and a 50 lakh loan was received in the month of March, helping to stabilise our portfolio. SIDBI has also approved a transformation loan of 75 lakhs in the coming year if our PAR-30 is below 10%.

Meanwhile we had also worked on accessing loans from commercial banks for our credit programme. Unfortunately, the nationalised banks associate microcredit with the SHG programme and did not see our model as suitable for lending under the microcredit scheme. It was Canara Bank that was ready to take the

plunge. However, there were many reservations and hurdles to cross before it finally sanctioned us a loan for 50 lakhs that also arrived in the month of March. By year end, we had not only repaid all our temporary advances, but also managed to achieve an increase in portfolio size by 23%. The breakthrough with Canara Bank has also opened the door with the Indian Overseas Bank which showed interest in lending to us.

Portfolio Growth and Federation wise loan outstanding at year end

(Rs. In Lakhs)

Federation	March '03	March '04	Growth
Kanyakumari	73.7	90.6	23%
Trivandrum	76.92	85.63	11%
Quilon	51.5	55.94	9%
SNVF-Women's federation	17.44	42.68	145%
Malabar	35.75	36.75	3%
Others	2.66	4.91	85%
SIFFS Total	257.98	316.52	23%

Capacity building activities

During the year, a number of capacity building activities were undertaken thanks to the generous grants from SIDBI for capacity building as well as the HIVOS funds that we have for strengthening the microfinance programme. Regular training activities were conducted for staff of federations and societies aimed at improving the management, accounting and loan repayment at society level. Staff responsible for credit at the Federation level were taken on an exposure programme to the SKDRDP in Karnataka which has an excellent microcredit programme and a well developed system of marketing the products made by SHG members. For the women leaders, we organised an exposure to Working Women's Forum,

Madras to help them appreciate the advantages of scale and the potential of creating viable federations of women groups.

In March, we organised a workshop on microcredit for all the federation committee members. This was to give them a conceptual understanding of microcredit and to make them understand the importance of running a viable credit programme rather than just to make credit available to members. The importance of self regulation was introduced by Mr. Kalyanasundaram of INAFI-India on the occasion.

Our Chief Executive attended a three week course in July on microfinance at the University of Naropa in Boulder, Colorado, USA. This was sponsored by SIDBI as part of its capacity building support to MFIs.

Savings and Insurance

Our Old Age Savings Scheme (OASS) continued to grow with more members joining the scheme. However, the percentage of members who are part of the scheme is still low as we have not done a hard sell of the product so far.

Federation	March '03		March '04	
	No. of Members	Saving Amount (Rs.)	No. of Members	Saving Amount (Rs.)
KDFSF	354	223,445	437	525,021
TDFP	174	109,692	248	252,417
MFFS	139	195,057	126	266,232
TOTAL	667	528,194	811	1,043,670

As far as insurance is concerned, we continue to insure our members under the Janshree Bheema Yojana of the LIC which covers both natural and accidental death.

However, there is a problem that the supposedly subsidised premium of Rs.100 seems to be on the higher side when compared to the claims made. This has led to our women's federation breaking away from this scheme to manage their own scheme. However, the Kanyakumari Federation which had kept away from this scheme till now, joined the scheme and hence we had 3035 members insured under this scheme during the year. We had only one claim for Rs.20,000 during the year in comparison to the premium of Rs. 3 lakhs. The LIC seems to be aware of the criticism and has introduced additional benefits under the scheme. Scholarship amount of Rs.100 per month is being made available to school going children of the insured members, provided they are in the scheme for at least two years. 26 scholarships were given during the year.

Other Matters

During the year we had students from the Xavier Institute for Management, Bhuvaneshwar being involved in a study on the savings and borrowing systems in the fishing community which provided a lot of information for design of future loan and savings products.

SIFFS continued to be an active member of INAFI. The Indian chapter of INAFI was registered as a Section 25 company and our Chief Executive is one of the Directors of the new company. INAFI-India and its Chief Executive Mr.M.Kalyanasundaram have been providing useful support and linkages to our credit programme.

During the year the Project Advisory Committee (PAC) which has been constituted as part of SIDBI recommendations to supervise our credit programme met three times. Mr. R.M.Nair, DGM, is the current SIDBI

nominee on the PAC. Mr. Sashidharan Thampy, Retd. Manager of IOB, Mr. M.Kalayanasundaram of INAFI, Mr.Satish Babu, our Ex-Chief Executive and our auditor Mr. R.Ravikumar are the other members of the PAC.

The loan of Rs.25 lakhs received from Rabobank Foundation last year remained in a bank deposit due to our inability to receive RBI clearance. We are waiting for advice from Rabobank Foundation on this and will have to return this money soon.

Other Services

Alternative Employment

During the year a big boost was given to our programme on alternative employment with the start of a Computer training-cum-software development Centre in Trivandrum. The opportunity be linked to Dev Studios, a small but rapidly growing Canadian company that specialises in .Net training and programming. As per the understanding reached with them, they will provide the training module and conduct the final test and provide a certificate which might have high market value. After the six month training course, the graduates will be given a six month job experience doing software development work, out sourced by Dev Studios to SIFFS. The revenue model for the new Centre is based on income from software development subsidising a high cost, cutting-edge training programme.

The course started in October 2003 after the spade work was done earlier by recruiting 4 software professionals who underwent .Net training so that they could be trainers. A senior software professional with management experience was recruited to manage the centre. The first

batch is composed of 15 youth from the fishing community, all of them having B.Tech or MCA qualifications. 7 of them are girls. Eventually, the Centre will offer entry level computer courses to the ordinary graduates from the fishing community. The viability and scalability of the model needs to be studied in the coming couple of years. The Centre was set up with an initial grant provided by HIVOS, making use of foreign exchange gains.

We continued our carpentry training programme for youth from the fishing community at our Veli Boat yard. A batch of 10 students is undergoing the course. We are designing a fibre glass course for youth from the fishing community in the coming year.

Support to women's groups

At the moment we are supporting the activities of the SNVF which has grown to have over 2500 fisherwomen members in Trivandrum district and neighbouring villages of Kanyakumari district. Our support is in technical, managerial and financial aspects. The Federation has been steadily growing as a result of this. This year our credit disbursement to women nearly doubled due to the excellent repayment by SNVF members. We helped SNVF with computer facilities and training during the year and worked on a member data base for them.

The SHGs, formed by the Kanyakumari Federation, for women continued to get our support. Their members also received credit as well as training support from SIFFS.

Resource Management: A new activity coming up

SIFFS has been concerned about resource management in marine fisheries for a long time and has seen some of its research and documentation activities as contribution

towards better resource management, especially in Kerala. Similar has been the case with some of its advocacy work as well as its collaboration with trade unions. However, a more direct role in resource management has become essential and none of the existing agencies are taking any serious steps in the direction of fisheries management. The recent experiences SIFFS has had in its study projects in the Gulf of Mannar in Tamil Nadu and Mararikulam in Kerala, has given it ideas on how to go about a fisheries management programme. The ARIF activities in the Palk Bay have also indicated urgency for an intervention in resource management. During the year there were many internal discussions on this topic and SIFFS is planning to launch a resource management programme in the coming year that will eventually cover many parts of Kerala and Tamil Nadu. From purely a support role, SIFFS intends to move into a lead role in the coming years. This has become necessary if the gains of technology development and interventions in marketing and credit are to be preserved and not frittered away through over exploitation of the resources.

Organisational Matters

Plans to restructure SIFFS

We started the year with a series of internal meetings and workshops to improve the functioning of the organisation as well as to understand the structural limitations. Mr. Kurian Kattikaren from Hyderabad helped us in this. Our Board agreed in principle that a restructuring of the entire 3 tier system is needed but what sort of restructuring is needed is to be decided on the basis of further study and discussion. Unfortunately, the follow up of this was weak and we are planning to be

more rigorous in the coming year. However, the various internal discussions helped the staff and Board to understand various issues and this in turn helped improve the day to day operations of SIFFS.

Human Resource Development

A new department of HRD was started to take up the task of strengthening SIFFS at all levels in view of the growth needs. As, it is at the moment being handled part time by one Executive only, a modest beginning was made. To start with, the department took charge of some of the ongoing training activities and helps other departments with recruitment and organising staff training. As part of this, the training of the six Programme Officer Trainees recruited the previous year was taken over by the department and a systematic training schedule and evaluation pattern were worked out and followed.

Three specific trainings were organised for the staff during the year. The first was a four-day training on communications and English language by Mr. Prem C.Nair an expert in Neuro Linguistic Programming that improves communication abilities. This programme gave a lot of confidence to the staff. Another training was "Finance for Non-Finance Executives", a four day programme conducted by Prof.Shailesh Gandhi and Prof.Shiladitya Roy from IRMA. The third was a two day programme on "MIS and web site designing" conducted by Mr.Nitya Jacob from Delhi and Mr. Amarnath Raja from Inapp.

A computer training needs assessment was also done of the staff from SIFFS to village society level. This was intended to develop a series of training programmes in computers for staff at all levels.

Staff Matters

At the beginning of the year, a major reshuffle of the responsibilities was done at the Executive level. Mr. Joseph who was in-charge of Boat Building for many years took on the responsibility of CEOT and HRD. Mr. Ephrem relinquished charge of Information Division and took over the responsibilities for Society Expansion in addition to the Microfinance Department. Mr. Rose took over fish marketing in addition to his responsibility of ice plants. Mr. Roy moved out of marketing and took over R&D which had been an additional charge for Mr. Joseph earlier. Mr. Francis Xavier took over the Boat Building Department moving into an Executive position from his earlier position as Technical Expert. Mr. Naveen was made an Executive in his Finance Department. Mr. Vincent Jain, who was on deputation to the AD SGAF, returned to SIFFS and started dealing with advocacy work.

Mr. Ramesh who had been in marketing, left the organisation to join a company in Cochin, and Mr. Girish who had been involved in studies also left to join a private company in Hyderabad. Mr. Nixon who was a Manager in the OBM department left to join Government service.

Mr. Teelar, our Deputy Chief Executive was out of circulation for a couple of months due to a heart attack, but has recovered well enough to start regular duties.

A two-day staff annual planning meet was held at the Animation Centre in Kovalam, while the two day half yearly review meeting was held at Hotel Chaitram, Trivandrum. For the boat yard workers as well as OBM staff, separate meetings were held during the year for planning and review.

Donor Support

HIVOS continued to be our main donor and gave us considerable encouragement and support through constant interactions and visits. During the year, the Dutch Government from whom HIVOS draws a lot of its resources started a process to introduce more rigour in monitoring and evaluating projects funded by the Dutch Government. SIFFS was one of the 20 NGOs selected at all India level for an evaluation of the monitoring and evaluations systems in place. We collaborated in the study conducted by FAIR, Bangalore after our Chief Executive attended a Dutch Ministry meeting at Hosur in December.

In February, HIVOS conducted a workshop on Results Based Management (RBM) at Bangalore as part of the same process. HIVOS is preparing its partners to shift to a system of RBM in the coming years. HIVOS also sent Mr.Rakesh Supkar of Catalyst Management Services, Bangalore to conduct a Log Frame workshop to prepare a four year project to be submitted to European Union. This workshop, in which SIFFS senior staff participated, gave us the idea of shifting to RBM from the coming financial year onwards.

SIDBI with its capacity building grant has become the second largest donor for SIFFS and has helped in strengthening the SIFFS computer infrastructure along with other capacity building activities. In addition to sponsoring our Chief Executive for the course in Boulder, it also sponsored our auditor Mr.Ravikumar to attend training on microfinance for auditors at Delhi.

A pleasant surprise was the receipt of funds from the Peoples Charities Trust, U.K which included our requirements in a fund raising catalogue circulated by it.

Mr. Stan Thekkekara working in the Nilgiris was responsible for putting us in touch with the Trust. A sum of Rs.3 lakhs was received to help fishermen in need of boat and nets and fisherwomen in need of capital for fish vending. This money is being handled by our Microfinance Department to help fishermen affected by the Quilon riots in 2002 and fisherwomen of SNVF.

Relationship with Banks

The Indian Overseas Bank continued to support our commercial activities with credit. We enjoy a cash credit facility with the IOB for our boat yard to the tune of Rs.8 lakhs. Our OBM department enjoys a credit limit of Rs.2 crores for imports. Our ice plant has a term loan of 16 lakhs, most of which already repaid.

Our FCRA account is with Canara Bank and our staffs enjoy loan facilities from a nearby branch of Canara Bank. Canara Bank also gave us a clean loan of 50 lakhs under the micro credit scheme.

Canara Bank came forward with a new proposal of 'Canbudget' for our employees to avail loans with a lower rate of interest.

We are also using the ICICI bank for managing our money transfers, especially for the credit programme. This enables us to rapidly move money and with low transaction costs. The Indus Ind Bank at Technopark also helped us with a remittance to Dev Studios for the services rendered.

Office building, Infrastructure

The SIFFS office buildings were renovated and extended during the year giving more office space and facilities.

The space has also been enhanced for our OBM central stores.

Board and Governance

Though the Malabar Federation had been given full membership the previous year, it was only this year that they sent their representatives to SIFFS. Mr. Mohammed Koya and Mr. Mithran represent the Malabar Federation in our Board. Mr. Antony Augustine took over as Chairman and Mr. Antony Adimai as Vice Chairman during the year after the period of the previous chairman Mr. N.Alexander got over. Quilon sent new representatives in Mr.Jackson and Mr.Albert Joseph during the year to replace Mr. Alexander and Mr. M.Joseph. The other Board members were Mr. Mariadasan from Kanyakumari, Mr. Nelson from TDFF and Mr. Merad from FWS.

There were 9 Board meetings and one General Body meeting during the year. Board members visited many of our units and participated in many events during the year.

Networking, Meetings, etc.

We are part of many networks and joint initiatives in the fisheries sector in particular and the development sector in general. Our Chief Executive is on many networks and committees as our representative or in an individual capacity. He is currently on the Animation Team of the International Collective in Support of Fishworkers (ICSF) and attended the AT meeting at Madras in October and also participated in an ICSF training programme for Asian countries as a resource person. The trainees visited SIFFS as part of an exposure programme.

Our CE was also elected Convener of a newly formed network of NGOs in Kerala called Kerala Alliance for Resource Management (KARMA) in which Tdff is a member. He continues to be a trustee of the Malabar Rural Development Foundation formed by the Malabar Regional Milk Producers Union. He was also selected as a member of the Programme Support Group of the SDC/ IC NGO programme in Kerala.

In June 2003, our Chief Executive participated in a FAO workshop on microfinance for fisherwomen at Goa and presented a paper on SIFFS experiences.

SIFFS maintained good relationships with NGOs in the fisheries sector and also in the development sector of Kerala. We also strengthened our relationships with fishermen trade unions and associations in Kerala and Tamil Nadu. We also maintained good relationship with the CMFRI and CIFT who cooperated with us in many ways, sharing information and knowledge.

Our Chief Executive is also on the Advisory Committee for the South Asian level study on fisheries management by the Centre for Maritime Research (MARE) of the University of Amsterdam and attended a meeting held at Cochin in January in this connection.

We developed good relationship with the Gulf of Mannar Biosphere Trust with the Director Shri.Ramkumar visiting SIFFS along with the Eco Development Officer and Wild life Warden. Our Chief Executive also gave a talk to the officers of the forest and fisheries departments at Tuticorin on ideas on how to manage the resources in the Gulf of Mannar.

**Information on Membership and
Fish Sales of Member Societies
(2003-2004)**

**MEMBERSHIP AND FISH SALES IN THE SIFFS NETWORK
(2003- 2004)**

SIno.	Name of Federation	No.of Societies	No.of Members	Fish Catch
1	KDFSF	47	2,134	192,987,795
2	TDFF	18	663	70,332,693
3	FWS	5	174	52,350,685
4	MFFS	11	299	28,272,771
5	NKCDFSF	7	190	20,442,359
6	Central Tamilnadu	2	96	1,580,000
	TOTAL	90	3,556	365,966,303

KANYAKUMARI DISTRICT FISHERMEN SANGAMS FEDERATION
Member, Catch details for the year 2003 - 2004

SIno.	Name of Sangams	No.of Members	Fish Catch
1	Enayam I	177	20,042,030.30
2	En-Puthenthurai I	109	6,623,367.35
3	Manakudy I	94	13,550,742.60
4	Pallam I	87	6,627,216.40
5	Enayam II	81	8,949,779.15
6	En-Puthenthurai II	81	4,863,719.90
7	Annai Nager	70	2,793,149.95
8	Pallam II	69	3,780,577.60
9	Sahayamatha St	67	3,954,505.85
10	En-Puthenthurai V	67	3,742,136.25
11	Mel Midalam	66	8,819,683.00
12	Kodimuni	63	1,886,626.90
13	Kel Manakudy	56	11,669,116.10
14	Nadu Muttom	56	6,284,862.95
15	Enayam V	50	4,005,503.30
16	Enayam III	47	1,259,666.60
17	Ramanthurai III	46	5,749,340.40
18	Helen Colony	43	1,436,144.20
19	Enayam IV	41	1,146,603.95
20	Mela Muttom II	39	12,186,263.70
21	Ramanthurai II	39	5,663,410.70
22	Mela Muttom I	38	9,190,724.80
23	Vallavelai II	38	2,834,301.65
24	Vallavelai I	37	6,316,127.00
25	Anthonyar St	36	2,820,819.35
26	Kovalam I	33	1,457,003.00
27	Keel Kurumpanai	33	2,504,505.95
28	Mulloorthurai	33	764,628.95
29	Chinna Muttom	30	516,668.60
30	Colachel I	30	2,577,148.05
31	Colachel II	30	4,200,575.20
32	En-Puthenthurai III	30	584,751.25
33	Ramanthurai I	30	5,745,026.60
34	Rajakkamangalam	29	894,193.20
35	Mela Muttom III	29	7,010,791.30
36	Puthenthurai	28	1,553,490.35
37	Kadiapattnam	28	169,869.00
38	Manakudy II	24	3,105,887.60
39	En-Puthenthurai IV	22	83,435.25
40	Kottipadu	20	1,425,423.05
41	Eraviputhenthurai	20	182,287.00
42	Marthandamthurai	20	623,305.65
43	Chinnathurai	19	422,130.00
44	Ramanthurai VI	14	730,648.50
45	Neerody	14	1,031,366.00
46	Vavathurai	13	842,540.00
47	Arockiapuram	8	365,700.35
	Total	2134	192,987,794.80

TRIVANDRUM DISTRICT FISHERMEN FEDERATION

Member, Catch details for the year 2003 - 2004

Sino.	Name of Sangams	No.of Members	Fish Catch
1	Thoothoor FSS	56	1,710,911
2	Vallavila FDS	99	14,259,529
3	Poovar FSS	27	3,423,915
4	Poovar FCS	27	2,775,459
5	Puthiyathura FSS	28	1,020,521
6	Eraimanthura FSS	26	625,815
7	Vizhinajm FVDS	36	3,360,075
8	Vizhinajm FSS	41	2,342,795
9	Poonthura FCS	15	429,140
10	Poonthura FDS	49	634,070
11	Kochuveli FSS	43	1,194,480
12	Marianad FSS	25	6,156,453
13	Marianad FCS	27	7,658,320
14	Mampally	25	3,605,525
15	Thonikkadavu FSS	30	6,940,635
16	Vadiakkakom FSS	45	5,436,480
17	Anjengo Valiapally FCS	38	5,153,740
18	Velimukku FCS	26	3,604,830
	Total	663	70,332,693

FISHERMEN WELFARE SOCIETY, KOLLAM
Member, Catch details for the year 2003 - 2004

SIno.	Name of Sangams	No.of Members	Fish Catch
1	Pallihottam	39	11,373,890
2	Port Kollam	29	5,742,170
3	Moothakkara	18	8,328,950
4	Vaddy	52	13,746,490
5	Thangassery	36	13,159,185
	Total	174	52,350,685

MALABAR FEDERATION OF FISHERMEN SOCIETIES
Member, Catch details for the year 2003 - 2004

SIno.	Name of Sangams	No.of Members	Fish Catch
1	Mahe	44	7,758,530
2	Chaliyam	39	4,962,560
3	North Kuriyadi	23	1,484,535
4	South Kuriyadi	26	1,007,770
5	Thikkodi	22	25,200
6	Quilandy	12	506,740
7	Madakkara	30	3,340,161
8	Thalassery	22	2,308,560
9	Parappanangadi	37	2,239,355
10	Chaliyam North	31	4,029,440
11	Chowmbala	13	609,920
	Total	299	28,272,771

**NELLAI KATTABOMMAN CHIDAMBARANAR DISTRICTS
FISH WORKERS DEVELOPMENT SANGAM**

Member, Catch details for the year 2003 - 2004

Sino.	Name of Sangams	No.of Members	Fish Catch
1	Antonyar Sangam, Kootapanai	58	46 57 721
2	Annai Velankanni sangam, Uvari	45	32 29 251
3	Savariyar Sanagam, Uvari	35	34 14 325
4	Mudiyappar Sangam, Periathalai	28	28 24 561
5	Valanar Sangam, Uvari	32	38 55 988
6	Ulaka Retchakar Sangam, Uvari	26	22 05 052
7	St.Antony's Sangam, Uvari	13	2 55 461
	Total	237	20,442,359

CENTRAL TAMIL NADU

Member, Catch details for the year 2003 - 2004

Sino.	Name of Sangams	No.of Members	Fish Catch
1	Meenavar Munnetta Society, Tharanganbadi	74	1,580,000
2	Chinnankudi	22	
	Total	96	1,580,000

KANYAKUMARI DISTRICT FISHERMEN SANGHAMS FEDERATION
Details of Members and Landings for the year 2003 - 2004

SI No.	Name of Society	Members	Fish Catch					Total
			Prawns	Cuttlefissh	Lobster	Fish (Wt.)	Fish(Auct.)	
1	Enayam I	177	194,138	9,119	18,991		143,453	365,700
2	En-Puthenthurai I	109	367,191		129,678		19,800	516,669
3	Manakudy I	94		595,018		2,958,888	400,600	3,954,506
4	Pallam I	87		667,960		2,143,400	9,460	2,820,819
5	Enayam II	81					842,540	842,540
6	En-Puthenthurai II	81				148,991	1,308,012	1,457,003
7	Annai Nager	70	589,643	597,644	725,814	2,013	9,754,002	11,669,116
8	Pallam II	69		1,298,771	164,242		12,087,730	13,550,743
9	Sahayamatha St	67		329,436	18,593		2,757,859	3,105,888
10	En-Puthenthurai V	67	247,950	355,760	194,017	369,103	1,626,320	2,793,150
11	Mel Midalam	66	90,725	822,372	139,672	342,715	5,231,732	6,627,216
12	Kodimuni	63	44,620	583,926	276,788	181,788	2,693,455	3,780,578
13	Kel Manakudy	56	4,665	775,136		731,259	42,430	1,553,490
14	Nadu Muttom	56	445,584	120,613	137,801	106,059	84,136	894,193
15	Enayam V	50	353,443	873,503			5,057,917	6,284,863
16	Enayam III	47	213,197	4,055,238			4,922,289	9,190,725
17	Ramanthurai III	46	173,648	5,213,434			6,799,182	12,186,264
18	Helen Colony	43	55,300	2,335,146		239,943	4,380,402	7,010,791
19	Enayam IV	41					169,869	169,869
20	Mela Muttom II	39	113,975	289,894			1,021,554	1,425,423
21	Ramanthurai II	39	253,023	1,115,701			1,208,424	2,577,148
22	Mela Muttom I	38	320,552	1,797,486			2,082,537	4,200,575
23	Vallavelai II	38	216,521	410,960	14,413		1,244,733	1,886,627
24	Vallavelai I	37	1,562	417,979			2,084,965	2,504,506
25	Anthonyar St	36	5,344	6,626			8,807,713	8,819,683
26	Kovalam I	33	214,246	829,697			392,202	1,436,144
27	Keel Kurumpanai	33	1,231,362	3,191,806			15,618,862	20,042,030
28	Mullloorthurai	33	690,306	1,347,723			6,911,750	8,949,779
29	Chinna Muttom	30	221,165	454,663			583,838	1,259,667
30	Colachel I	30	264,290	308,818			573,496	1,146,604
31	Colachel II	30	200,779	517,128			3,287,596	4,005,503
32	En-Puthenthurai III	30	71,516	1,500,906			5,050,946	6,623,367
33	Ramanthurai I	30	47,176	1,138,369			3,678,174	4,863,720
34	Rajakkamangalam	29		123,695			461,056	584,751
35	Mela Muttom III	29		28,628			54,807	83,435
36	Puthenthurai	28	1,863	952,436	4,669		2,783,169	3,742,136
37	Kadiapattnam	28	28,001	3,787,722			1,929,304	5,745,027
38	Manakudy II	24	39,368	3,842,312			1,781,731	5,663,411
39	En-Puthenthurai IV	22	22,991	3,679,704			2,046,645	5,749,340
40	Kottilpadu	20	10,252	476,319			244,078	730,649
41	Eraviputhenthurai	20	112,953	118,932			532,744	764,629
42	Marthandamthurai	20	15,600				406,530	422,130
43	Chinnathurai	19		51,032			131,255	182,287
44	Ramanthurai VI	14		177,212			6,138,915	6,316,127
45	Neerody	14	7,856	286,976			2,539,470	2,834,302
46	Vavathurai	13		229,429			393,877	623,306
47	Arockiapuram	8		799			1,030,567	1,031,366
	TOTAL	2134	6,870,806	45,716,029	1,824,678	7,224,157	131,352,126	192,987,795

Summary : Financial Statements
(2003-2004)

SOUTH INDIAN FEDERATION OF FISHERMEN SOCIETIES, TRIVANDRUM

Registration No. 1199/1980

Balance Sheet as at 31st March 2004

Liabilities	Schd	Amount	Assets	Schd	Amount
GENERAL FUND	A	52,241,113.31	FIXED ASSETS	I (I) & (II)	25,300,135.48
ADVANCE FOR PLY VALLOM,			ADVANCE RECEIVABLE	J	3,460,862.28
OUT BOARD MOTOR (OBM) AND REPAIRS	B	1,406,606.14	LOAN TO FISHERMEN FEDERATION/		
SHARK FISHERMEN FUND		173,973.00	SOCIETY UNDER CREDIT PROGRAMME	K	31,651,781.10
CREDIT DEVELOPMENT RESERVE		175,619.00	ADVANCE TO STAFF	L	887,424.38
LOANS	C (I) & (II)	33,865,021.09	RENTAL ADVANCE	M	537,750.00
ADVANCE PAYABLE	D	34,521.96	SUNDRY DEBTORS	N	8,661,722.86
FISHERMEN WELFARE SOCIETY FUND		103,407.00	CLOSING STOCK	O	18,128,846.97
PROJECT FUNDS	E	200,452.00	DEPOSIT	P	6,673,210.00
SUNDRY CREDITORS	F	2,130,696.51	MARGIN MONEY DEPOSIT - IOB,		
SECURITY DEPOSIT		8,100.00	SREEKANTESWARAM		
MEMBER FEDERATION DEPOSIT -			(Margin Money for LC)		3,702,729.00
SIDBI LOAN	G	2,622,519.00	INVESTMENT		3,500.00
OTHERS	H	16,101,517.90	CASH AT BANK	Q (I) & (II)	9,085,602.22
			CASH IN HAND	R	969,982.62
Total		109,063,546.91	Total		109,063,546.91

South Indian Federation of Fishermen Societies
Income and Expenditure Account for the year ended 31st March 2004 (Boatyards)

Expenditure	Amount	Income	Amount
Opening Stock	3,196,666.17	Sale of Canoes	6,075,487.00
Purchase of Raw Materials	8,847,429.08		
Purchase of Consumables	36,730.03	Repair Charges received	
Carriage Inwards	82,097.50	Labour	1,713,230.60
Loading and Unloading	73,200.50	Material	631,736.90
Salaries, Wages & Allowances	3,428,419.69		
EPF & ESI Contribution	261,498.00	Labour charges for Fabrication received	3,873,101.82
Staff Welfare	157,622.93		
Staff Incentive	170,024.15	Service Charges Received : R&D	477,969.00
Travelling Expenses	104,138.37	: BY Development	105,000.00
Printing & Stationery	10,116.09	: Training Centre	25,212.43
Postage/Telephone Expenses	56,851.80	Interest Received : Bank	5,636.00
Rent	3,000.00	Miscellaneous Income	4,925.00
Rates & Taxes	19,310.00	Cancellation Fee Received	1,250.00
Books & Periodicals	8,546.80		
Water & Electricity Charges	63,124.53		
Bank Charges	10,340.00		
Repairs & Maintenance	13,122.85	Closing Stock	3,815,574.15
Insurance	23,834.00		
Legal and Audit Expenses	9,800.00		
Subsidy	9,000.00		
Guarantee Repair	8,049.75		
Staff Tour Expenses	29,965.00		
Gratuity	32,830.50		
Donation	2,427.00		
Meeting Expenses	11,473.00		
Miscellaneous Expenses	9,619.50		
Interest Paid	83,228.00		
Depreciation	130,662.00	Excess of Expenditure over Income	269,004.34
Contribution to SIFFS Administration	105,000.00		
Total	16,998,127.24	Total	16,998,127.24

South Indian Federation of Fishermen Societies
Income and Expenditure Account for the year ended 31st March 2004 (OBM Department)

Expenditure	Amount	Income	Amount
Opening Stock : Engines	182,348.12	Sale of OBM	35,384,970.00
Spares & Conversion kit	7,135,772.44	Sale of Spares	
Purchase of Engines	32,132,216.78	Taxable	5,834,926.24
Purchase of Spares	3,638,857.64	Non - Taxable	1,059,263.76
Customs Duty	8,905,247.00	Labour Charge Received	995,842.08
Carriage Inwards	717,349.86	OBM - Spares Warranty Claims	598,123.42
Loading and Unloading	16,973.00	Interest Received(Bank)	39,169.74
Pre - Delivery Expenses	25,305.26		
Purchase of Consumables	38,166.03		
Salaries & Allowances	1,929,629.11		
EPF and ESI Contribution	214,896.00		
Staff Welfare Expenses, Gratuity	200,083.25		
Travelling Expenses	274,586.32	Closing Stock	
Printing and Stationery	15,759.35	OBM - Engines	8,655,778.12
Rent	244,244.00	OBM - Spares	5,655,879.70
Postage and Telephone	41,918.33		
Water & Electricity Charges	48,309.00		
Bank Charges	242,496.20		
Legal / Professional Expenses	23,453.00		
Insurance, Rates & Taxes	217,979.00		
Repair & Maintenance	85,847.96		
Interest Paid	167,627.00		
Advertisement Expenses	12,616.00		
Subsidy and Labour Discount	242,557.25		
Guest Expenses	50,483.10		
Miscellaneous Expenses	10,819.02		
Audit Fees	6,000.00		
Depreciation	237,416.00		
Contribution to SIFFS Administration	262,500.00		
Excess of Income over Expenditure	902,497.04		
Total	58,223,953.06	Total	58,223,953.06

South Indian Federation of Fishermen Societies
Income and Expenditure Account for the year ended 31st March 2004 (Credit Programme)

Expenditure	Amount	Income	Amount
Service Charges to Federations	506,758.00		
Interest Payment : SIDBI	2,006,297.00		
: RABO Bank	195,837.00	Interest from Loans	3,896,873.85
: ADGAF	14,401.00	Interest - Short term Advance	152,972.00
: Deposits (Societies)	92,385.00	Other Service Charges	40,290.00
: OASS	66,304.00		
: FWS , Kollam	13,250.00	Contribution towards Administration	120,000.00
: Canara Bank	41,380.00		
: Short term Advance	371,766.00	Miscellaneous Income	53,891.00
Salaries Wages & Allowances	273,519.66	Service Charges (Design of Credit System)	273,519.66
Incentive (Federation & Society Staff)	95,444.00	Bank Interest	57,380.00
Printing & Stationery	20,665.00		
Travel Expenses	11,124.50		
Vehicle Expenses	4,514.00		
Bank Charges	550.00		
Provision for Bad Debts	1,104,451.65		
Audit Fees	1,500.00		
Miscellaneous Expenses	9,416.00		
Administrative Expenses	120,000.00		
Depreciation	9,461.00	Excess of Expenditure over Income	364097.30
Total	4,594,926.51	Total	4,594,926.51

South Indian Federation of Fishermen Societies
Income and Expenditure Statement for the Period ended 31st March 2004 (Ice Plant)

Expenditure	Vizhinjam	Enayam	Total	Income	Vizhinjam	Enayam	Total
Opening Stock	740	1,750	2,490	Sale of Ice blocks	1,144,722	576,843	1,721,565
Purchases - Fuel & Oil	11,800	741	12,541	Crushing charges received	52,526	9,905	62,431
Salt	9,630		9,630	Subsidy Received		100,900	100,900
Ammonia	3,600		3,600				
Electricity Charges	828,167	553,397	1,381,564				
Water Charges	38,173		38,173	Interest Received - (Bank)	3,700	1,921	5,621
Carriage Inwards	120	1,180	1,300				
Loading & Unloading Charges	540		540	Closing Stock			
Salaries & Allowances	104,403	103,549	207,952	Diesel		175	175
Travelling Expenses	1,115	344	1,459	Salt	720	720	1,440
EPF Contribution	9,458	3,872	13,330				
ESI Contribution	1,859		1,859				
Sales Promotion Incentive	13,140		13,140				
Staff welfare expenses	12,297	8,618	20,915				
Staff Incentive	46,816	19,029	65,845				
Books & Periodicals	1,194	1,038	2,232				
Printing and Stationery	553		553				
Telephone Charges	8,018	5,937	13,955				
Rates & Taxes	4,703	3,943	8,646				
Bank Charges		570	570				
Repairs and Maintenance							
Land & Building	26,283		26,283				
Plant & Machinery	30,891	45,675	76,565				
Consumables	6,468	890	7,357	Excess of Expenditure over	246,532	240,820	487,352
Miscellaneous expenses	793	5,164	5,957	Income			
Depreciation	287,442	175,588	463,030				
Total	1,448,201	931,284	2,379,484	Total	1,448,201	931,284	2,379,484

South Indian Federation of Fishermen Societies
Income and Expenditure Account for the year ended 31st March 2004 (AQUA DELITE Fish Shoppee)

Expenditure	Amount	Income	Amount
Opening Stock		Sale of Fresh Fish/ Fish Pickles	756,464.69
Fresh Fish	234.00	Dressing Charges Received	4,407.73
Fish Pickle	2,583.84		
Purchase of Fresh Fish	651,225.30		
Purchase of Ice	13,341.00		
Purchase of Consumables	2,130.10		
Carriage Inwards	15,990.00		
Salaries, Wages & Allowances	25,100.00		
Rent, Electricity & Telephone	32,221.80		
Printing & Stationery	1,569.50		
Travelling Expenses	854.88		
Rates & Taxes	225.00		
Repairs & Maintenance	1,012.00		
Miscellaneous Expenses	902.00		
Excess of Income over Expenditure	13,483.00		
Total	760,872.42	Total	760,872.42

SOUTH INDIAN FEDERATION OF FISHERMEN SOCIETIES
Receipts & Payments Account for the Period ended 31st March 2004 (Development Activities)

Receipts		Payments	
	Amount		Amount
OPENING BALANCE			
Cash in Hand	108,126.31	TECHNOLOGICAL SERVICES TO FISHERMEN	
Cash at Bank	664,484.66	Boat Building	2,616,451.62
		Research and Development	2,827,622.33
		OBM Programme	1,686,088.14
Grant - ICSF, Chennai	30,000.00	INFORMATION SERVICES	
Sale of Publications	100.00	Policy Research & Documentation	558,279.30
Miscellaneous Income	800.00	Dissemination	386,058.55
Social security	20,000.00	I T (Computer Centre)	869,440.95
Grant from SIDBI	445,500.00	Advocacy and Campaign	861,307.40
CEOT - Student Fees Received	141,500.00	Post Harvest / Marketing	1,658,267.57
Foreign Contribution : HIVOS, Netherlands	23,859,309.00	MEMBERSHIP/ CO - OPERATIVE SERVICES	
Interest Received	325,209.71	Expansion Of Society Network	2,702,912.86
Contribution towards SIFFS General Administration	367,500.00	Credit / Financial Services	1,369,954.66
Miscellaneous Income	37,200.00	Strengthening Member Federations	4,981,979.25
		OTHER SERVICES	
Foreign Contribution		Training for Alternative Employment	3,028,884.12
Grant from MISEREOR for MFFS, Calicut	1,012,630.00	Support to Fisherwomen's Organisations	372,000.00
PEOPLE'S CHARITY TRUST, ENGLAND	300,452.00	ADMINISTRATION	
		Running Expenses	2,178,699.46
Grant - SIDBI (Capacity Building)	726,000.00	Capital Expenses	403,206.90
		Office Infrastructure	405,835.00
Advance - Member Federations	772,000.00	Grant to MFFS Calicut from MISEREOR	1,012,630.00
Staff Loans & Advances	455,655.50	Grant to SNVF (Fishvending Business)	100,000.00
Loans and Advances (General)	1,397,949.20	Capacity Building Grant Utilisation - SIDBI	833,387.90
EPF & ESI Payable - March 2004	161,771.00	Advance - Member Federations	652,000.00
Cash Transfer - Internal	16,639,241.23	Staff Loans & Advances	995,799.40
		Loans & Advances (General)	942,881.60
		ESI & EPF	134,158.00
		Cash Transfer	13,705,286.84
		CLOSING BALANCE :	
		Cash at Bank	2,059,782.30
		Cash in Hand	122,514.46
T O T A L	47,465,428.61	T O T A L	47,465,428.61

BOARD OF DIRECTORS

As on 31st March 2004

CHAIRMAN

Mr. Antony Augustin
Vadikkakam Kochuputhen Veedu,
Anjengo (PO), Trivandrum 695 309

VICE CHAIRMAN

Mr. S. Maria John
4/139, Xavier Colony, Keelamanakudy,
Manakudy P.O., KK District, Tamilnadu 629 602

Mr. A. Robert

Thyvalakom House, Mosco Nagar,
Kochuveli, Titanium PO, Trivandrum

Mr. A. Albert Joseph

Kalicherry Puraidom,
Pallithottam, Kollam 691 006

Mr. P.P Hamsakoya

Parappanangadi Matsyathozhilali Vikasana Sangam,
Puthenkadappuram, Parappanangadi, Malappuram - 676 303

Mr. Kennedy

Ramanthurai Post,
Kanyakumari District, Tamilnadu - 629 193

Mr. K.T.K Pradeepan

Madakkara Matsyathozhilali Vikasana Sangam,
Madakkara, Kannukkara, Badagara

Mr. Jackson Francis

J.J. Nivas, Mamupuraidom,
Thangasserry P.O, Kollam - 691 006

Mr. S. Mirad

Kattakazhi Puraidom,
Kaikulangara, Kollam - 691 013

Mr. T. Nelson

Annie Bhavan, Kottappuram P.O,
Vizhinjam, Trivandrum - 695 521

Mr. B. Mariadas

Near Church, Ramanthurai P.O,
KK District, Tamilnadu - 629 193

Mr. V. Vivekanandan

"Brindavan", 43, Asan Nagar,
Vallakadavu P.O., Trivandrum - 691 008

Mr. Julian Teelar

"Parppidom"
Thangasseri, Kollam 691 007

