# Pan-European aquaculture data base project by FEAP. The Greek contribution

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# Pan-European aquaculture data base project by FEAP. The Greek contribution

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**SUMMARY** - There will always be problems related either to climate or to movements in demand in international trade which make management a continuing challenge. However, in order to respond to the challenges of international competition, producers must manage their business in a professional way as regards all aspects of their activities from production management to marketing. The continuous data flow for the final product availability is a strategic tool for marketing and price policy planning at both national and European level. The aim of the present paper is to demonstrate the development of a Pan-European databank project by FEAP in order to support the decision makers of the industry with facts and figures relevant with the volumes of the marketable fish and prices. The contribution by the Federation of Greek Maricultures is also discussed.

**Key words:** Aquaculture, marketable fish, prices, data base, desicion making.

***RESUME -*** *"L'élaboration d'une base de données sur l'Aquaculture Pan-Européenne par la FEAP. La contribution de la Grèce." Il y aura toujours des problèmes liés soit au climat soit aux mouvements de la demande du commerce international qui font que la gestion soit un défi toujours renouvelé. Cependant, afin de répondre aux défis de la concurrence internationale, les producteurs doivent gérer leur entreprise de façon professionnelle quant à tous les aspects de leurs activités, de la gestion de la production à la commercialisation. Le flux continu de données concernant la disponibilité du produit final est un instrument stratégique pour la planification de la commercialisation et de la politique des prix à l'échelle nationale et européenne. La finalité de cet article est de montrer le développement d'un projet de base de données Pan-Européennes par la FEAP afin d'aider les décideurs de l'industrie en leur apportant des faits et des chiffres relatifs aux volumes de poisson commercialisable et aux prix. La contribution de la Fédération des Mariculteurs Grecs est également discutée.*

***Mots-clés :*** *Aquaculture, poisson commercialisable, prix, base de données, prise de décisions.*

## INTRODUCTION

The production output of intensive seabass and seabream rearing in the Mediteranean

(around 20,000 tons in 1993) has been increased by approximately 6 times over the last 5 years. It is forecasted that the production volume of these species for 1996 will be close to 39,000 tons (Stefanis, 1994).

Greece is at the forefront of this impressive development. During the last 5 years the Greek production of sea bass and seabream has been increased by 16 times. It is expected to reach 16,000 tons in 1996. Greece now accounts for 50% of the Mediterranean farmed production of these species (Urch, 1994).

Nevertherless, like any primary food sector, Mediterranean mariculture faces problems concerning stability and profitability (Shaw, 1992). The supply-demand equillibrium has changed. Market demand has been increasing at a lower rate than supply, which in turn exersised severe pressure on prices (FFI, 1994). The ex-farm prices were decreased by approximately 50% at current Ecu value. A similar phenomenon occured in salmon industry a few years ago (Jones, 1994; Hampel, 1994). As output increased, prices of the farmed salmon in Northern Europe were cut down by half in less than 10 years. A similar decline occured with sea bass and bream prices (Jones, 1994), but in less than 5 years (from an average price of 14 Ecus in 1989 to 7.1 in 1993), (Stefanis, 1993).

In order to protect the farmers from this situation, the quick adaptation of the production output to the market demand through a «balanced development» of the industry is required (Bjorndal, 1990). In addition, due to the long time lag between stocking desicions and marketing, it is imposssible at the moment, to quickly adjust suply to changes in demand (Shaw, 1992).

Federation of European Aquaculture Producers (FEAP) set up a pilot project in order to establish a continious data flow throughout the E.U which will provide the desicion makers of the sector (FEAP, Producers, National Administrations, E.U., etc) with enough production data and prices of the marketable fish in order to face the fierce competition. The Greek contribution to the project is given below.

## MATERIALS AND METHODS

The project is funded by EC for support of the Common Fisheries Policy and will be developed at a pilot stage with the colaboration of 4 European Producers Associations (Federation of Greek Maricultures, Scottish Salmon Growers Association, Brittish Trout Association, Associasione Piscicoltori Italiani) and the Coordination of FEAP.

Each Association will provide details about the volumes sold, weights, prices and destinations of the marketable fish (figure 1). The selection of the parteners was based on the representation of the major cultured species.

The network members (Associations) will be responsible to collect data on a weekly basis or every 15 days from his farmers-members. Mean values regarding volumes and prices will be estimated and transmited to FEAP. FEAP will compare and improve the

data with other sources, (i.e Eurostat, Union Duaniere, TVA). Associations-Members of the network will recieve the final estimations back and then they will be responsible to distribute the data to their members. The structure of the database project is shown in figure 2.

The system also gives the opportunity to have a better approach at a National level by using other data sources such as National Statistical Sources, grey literature, etc.

The software development is specialy designed for each National Association and there is a specific form for each fish species.

The database ORACLE (working under Windows NT) is chosen, which will then work through Word/Excel and Access for the generation of the results as tables & graphs. MapInfo will translate the results into regional geographical data. The exchange of data between individual computers will be through high-performance modems (14,4 Robotics) and safe-guard back up systems will be installed on all units. It is also forseen that the Pc will be Serveur. (486 DX microprocessor).

The project was launched in February 95 and the data collection will start on January 96. It is expected that by the end of 1996 the pilot phase of the project will be completed.

## DISCUSSION

The aim of the present pilot project is the development of a system for a continious data flow regarding products and prices of the main European Aquaculture species.

The expected results of this project will be of considerable benefit to the European Aquaculture Industry enabling it to monitor the required production level of each species on a monthly basis.

The project is a key process in order to direct the product oriented Greek Mariculture into a market led industry. Thus control of the production volume is likely to become more efficient helping to avoid the oversupply of the european market and consequent price collapses.

It is also anticipated that the data gathered would allow improved production projections (i.e for the forthcoming season/year) and which, upon expansion throughout the EU, would permit the prediction of potential market gluts and , hence, associate marketing difficulties.

Testing and refining a standarised system is thus of clear importance. Establishing confidence at producer level as to the utility of such an exercise is also seen as a difficulty for guaranteeing continuity and the accuracy of the information communicated. It is for these reasons that back up systems (notably feed suppliers, Research Institutes etc) will be established for cross-checking data.

## FEAP - DELIVERED PRICE INFORMATION
## « *TYPE OF FISH* » PRODUCTION FROM « *COUNTRY* »

Week nr : from to Company name :

**1. First grade fish**

| Size *(see below)* | National market | | Other EC countries | | Rest of Europe | | Out of Europe | |
|---|---|---|---|---|---|---|---|---|
| | *Tonnes* | *Price* | *Tonnes* | *Price* | *Tonnes* | *Price* | *Tonnes* | *Price* |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |

**2. Second grade fish** (deformed)

Tonnages sold : Average price :

**3. Forecast : tonnages per product** for :

| Product *(see below)* | next week | next month | next quarter |
|---|---|---|---|
| | | | |
| | | | |
| | | | |

**4. Remarks** : disease : (yes or no); if yes : tonnage :
mortalities : (yes or no); if yes : tonnage :

***Size of fish : examples***
1-2 kg; 2-3 kg; portions; fillets; etc ...

PLEASE SEND THIS FORM BY FAX TO YOUR NATIONAL ASSOCIATION ON MONDAY MORNING

Fig. 1. Data sheet to be completed by the producers.

Results of the operation of the system will be used in order to expand the system to the rest of Europe.

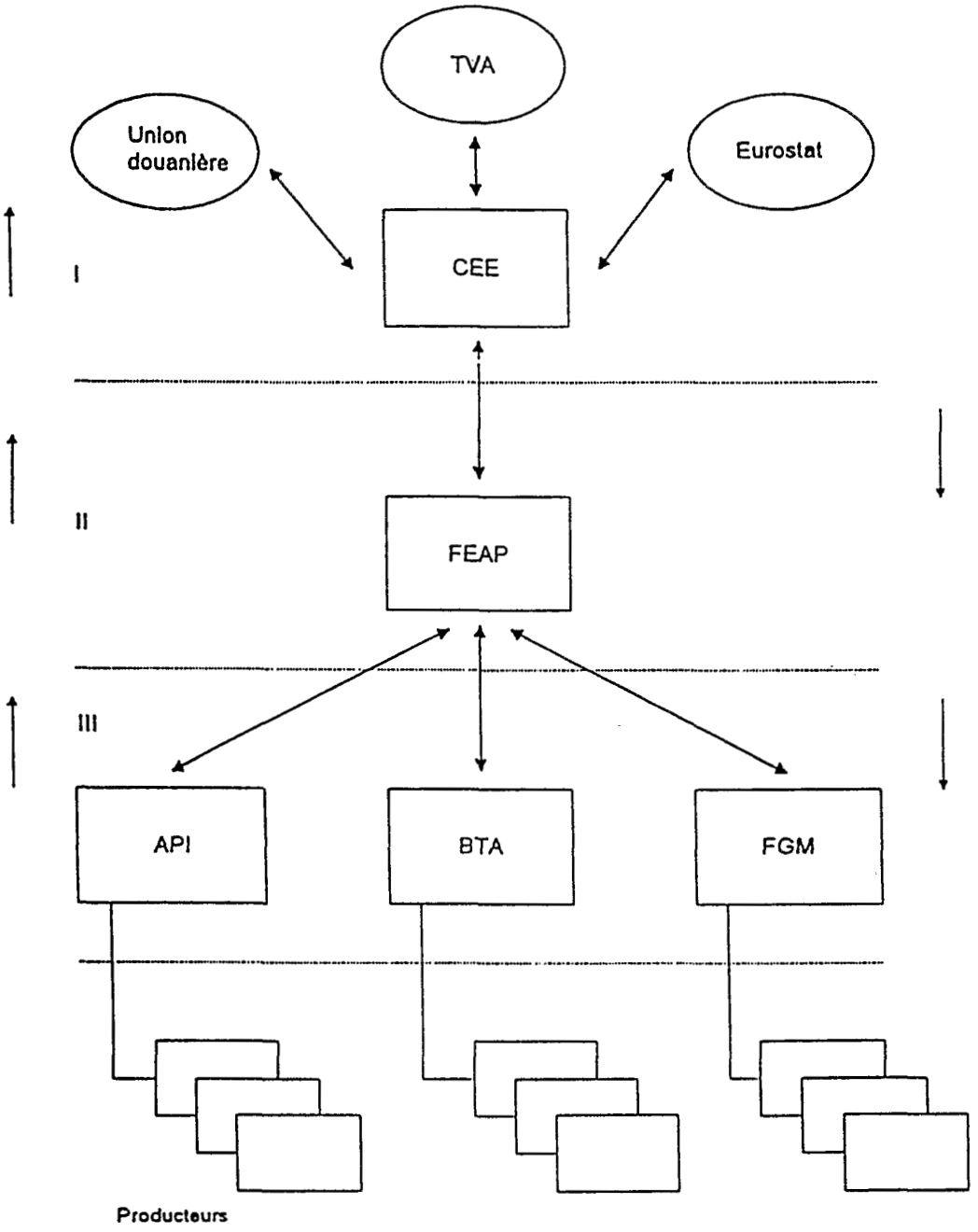


Fig. 2. The structure of the FEAP Project Data Base.

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