

Exercise I – Worksheet I6**Calculate and present the value chains of fishing**

First, make a guess of the percentage of the price that consumers pay for the halibut fish was originally been paid to the fisher using long lines and for the fisher working on trawlers and note it in the table.

% of retail price to for the consumer paid to the fisher?	
Fisher on a trawler:	Fisher using long lines:

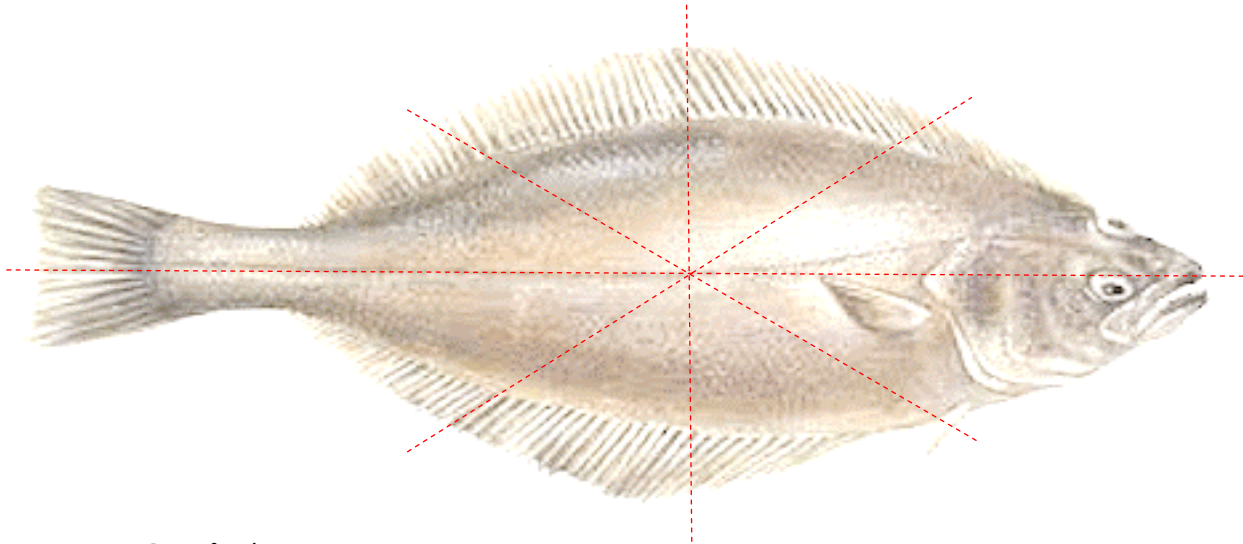
In Material I5, the steps and prices relevant to each the two fishing practices are described. Identify the value chains and distribution of costs presented and fill in each of the steps in the each of two tables below representing the two fishing practices. Then calculate the value distribution as a percentage of the retail price in the two cases. Finally, mark the proportions as a pie-diagram using the halibut fish as background.

Fishing with long lines from ice or boats in coastal fishing:

Step / cost item	Price for whole fish in Euro/kg	Price for fillets in Euro/kg	Cost items in % of price to fishermen	Calculated added value in %
Income to the fisher				
Costs of gear, boat, petrol				
Price paid by purchaser to fishermen				
Cost of storage, processing, transport				
Export price from Greenland				
Transport				
Filleting and packaging				
Income to the fish processing company				
Whole sale price (whole/filets per kg)				
Transport, shop and personnel in retail				
Income to the retail company				
Consumer retail price (whole/filet per kg)				100%

Part 2

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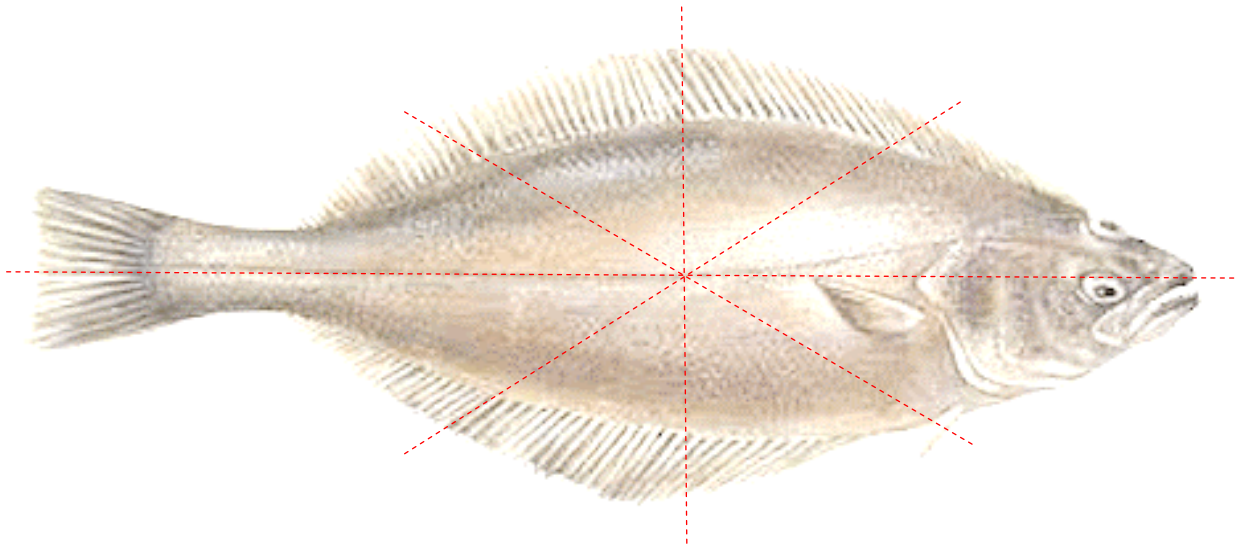


Picture: © Linå A/S

Fishing with trawlers off shore:

Step / cost item	Price for whole fish in Euro/kg	Price for fillets in Euro/kg	Cost items in % for trawlers	Calculated value added in %
Wage to the fisher and workers				
Trawler owners costs for gear, boat, petrol				
Trawler owners income				
Cost of handling fish for export				
Export price from Greenland				
Transport				
Filleting and packaging				
Income to the fish processing company				
Whole sale price (whole/filets per kg)				
Transport, shop and personnel in retail				
Income to the retail company				
Consumer retail price (whole/filet per kg)				100%

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Picture: © Linå A/S

Note: When filling in the pie chart, draw lines from the centre in the halibut as you would cut a cake where each piece represent one part of the value chain – the red dotted lines indicate where to cut the fish in 8 parts, each holding 12.5%.