

## TILAPIA PRODUCTION CHAIN AT SOBRADINHO LAKE: MAIN ACTORS AND STRUCTURE

Daniela F. Bacconi Campeche\*; Marco Aurélio Rotta; Lúcia Rejane Madruga; Rebert Coelho Correa

\*Embrapa Semiárido BR428, Km 152 Zona Rural, CP 23 CEP 56300-970 Petrolina-PE  
E.mail: daniela.campeche@embrapa.br

Tilapia cage production at the Sobradinho Lake, Sobradinho and Casa Nova town – Bahia State, Brazil started at the beginning of 2000 decade. Until the present moment there is no local tilapia productive chain published reports. Its analysis is fundamental in order to evaluate the competitive edge of the activity, its potential and main problems to be overcome. Therefore this study aimed to realize a survey of the structure and main actors involved in the tilapia production chain at Sobradinho Lake. Data needed to the survey were collected during a workshop with producers and, after field data collection in 2011. For this activity a questionnaire was elaborated together with producers and applied among all actors listed. Posteriorly the chain was draw based on the information collected with the workshop participants (Figure 1). The main highlighted actors are: feed industry, lingerling producers, public institutions for technical assistance, banks and financial institutions, environmental agencies, tilapia producers, environmental inspection, dealers and distributors, transportation, grocery stores, restaurants, street markets, processing unit and end consumer. About the structure it was noticed that the amount of local tilapia producers (associations or individual enterprise) has attracted the offer of the main inputs: feed and fingerlings. Lack of regularity in the supply and quality of fingerlings offered as well as feed price and payment terms are still unstructured links in actors' relationship. The unique production system is of 4-12 m<sup>2</sup> cages. The enterprises still not have environmental license but all of them applied for it. Local market demands fish over 1kg weight. It is mainly sold through dealers and distributors, whole in the ice or processed at the Bahia Pesca Institution processing unit. Price is defined by market. Although the majority of producers take note of production cost and production data, they have no domain of how to analyze production cost and economical availability. It was concluded that tilapia production at the Sobradinho Lake is structured, generate local employments and income, as well as to other parts of Brazil. Therefore it is necessary that the producers develop and improve its entrepreneurial and management ability in order to improve tilapia chain production.

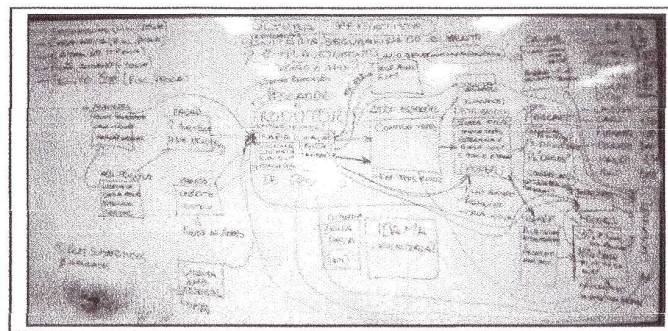


Figure 1. Original draw of fisheries productive chain established with main actors and links.