

**MARKETING SYSTEM OF FISH LANDING CENTER IN  
CHITTAGONG COASTAL AREAS.**

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**ABSTRACT**

The study was conducted during January, to December, 2013 from the eight fish landing center in west part of the coastal area at Chittagong district. To observed the fish marketing channel from root level fishermen data were collected at Gohira, Jahazghata, Katghor, Anandabazar, Kattoli, Kumira, Bashbaria and Sitakunda fish landing centers. In these coastal areas there are three fishing system observed, gill net fishing, set bag net fishing and pakua jal fishing. For gill net

fishing local fishermen used 20 to 22 horse power mechanized boats mainly harvest national Hilsa fish (*Tenulosa ilisa*) by traditional Tong Jal (fix small mesh drift gill net) and SMD (small mesh drift gill net). In set bag net fishing fishermen caught small juveniles of shrimp, fish, crab and others. In pakua jal fishing they mainly exploits Sargestive shrimp (*Acetes spp.*). Some times in this coastal areas used hooks and lines for capture Lady Fish. All fishing activities are in daily. Most of the fishermen get loan or dadan from the local elite which are called dadander and they are in rich in land and money. Most fishermen in these areas are needy. Maximum have no boats or nets and they works as daily labor and have 4 to 8 children. Only few fishermen have nets and boats. For the better living they get loan or dadan mainly before the starting of the Hilsa harvesting season and bound to sell the catch to the dadandar arat less the market value or 200/ taka less per mond(40 kg). In different fishing method marketing channel is mention below: for gill net fishing it starts from Fish farmer- Nikari- Piker – Aratdar- Retailer- Consumer (for hilsa fish). For set bag net fishing its starts Fish farmer- Aratdar- Piker- Retailer- Consumer (behundi net) and for pakua jal fishing starts from Fish farmer- Aratdar- Retailer- Consumer (Pakua net).

Marketing channel depend on fishing season, fishing method, sharing of exploited fish and loan /dadon condition. But mainly marketing system depend on dadon system In these selected fish landing centers it was observed that marketing channel are same in few landing centers and some are found different in the study period.

**KEYWORDS:** Hilsa fish (*Tenuulosa ilisa*), traditional Tong Jal.

## INTRODUCTION

Fish is the major source of protein in the diets of the most Asian people including Bangladesh. Rapid expansion of supply has been necessary to meet the domestic demand. The fisheries sector is holding a key position in creating of job opportunities, meeting the demand of animal protein, earning of foreign exchange and increased GDP growth.

Capture fishery from the sea was once regarded as the great food resource of the future with potential for an almost unlimited increase in yield and the key to raising fish production and improving the living condition of fisheries could be found in improved vessel and gear technology. Marine fish production has been growing rapidly in recent years, partly because of the introduction of trawlers, mechanized fishing boats, number of gears and Active fishing days.

Fish landing and distribution in Bangladesh is in complex condition due to the involvement of many stakeholders in the distributional channel (Rahman, 2013).

Bangladesh has a coastline of 410 km along the north and north-east part of the Bay of Bengal, possesses over 1.0 million lecture of territorial water extending up to 19 km of the sea and EEZ 200 nautical miles having an area of more than 1,25,000 km. Marine fisheries in Bangladesh consists of both artisanal and industrial in which artisanal sector-contributes about 93% of the total landing.

Artisanal fisheries includes five different types of gill nets, three types of set bag net, trammel nets, long lines, beach sieve and many others scattered through out the coast and estuaries. Most of the Marine fishes captures in artisanal sector are marketed by the fishermen in the vacuity of the landing center through a number of intermediaries such as hawker, whole Sellers (priker) or agents (dadan). Large quantities of high value fish are usually transported to processing industries for production of vary value added production. While smaller

quantities of small fishes are disposed off the hawkers and various retailers selling at local daily market.

The government policy is to improve the quality of fish landed and marketed for domestic and export purposes. Efforts are being made to improve landing, facilities and encouragement is being given the standard of wholesale and retail market( Khan,1996).

The marine fish catching areas and landing centers for our study are located in the south and south-eastern parts of the Bay of Bengal of Bangladesh. There are 235 fish landing centers are located in the coastal areas. Fish landing center is a place where different types of fresh fish and fisheries commodities are accumulated from different sources like river, beel, pond, gher, estuaries and sea. These fishes are transferred from here to consumption/consumer markets via different channel. Fish landing center plays a vital role in quick and smooth disposal of fresh fish (BFDC, 2001) Chittagang region is recognized as the fisheries zone of our country.

Fish production is an integral part of the marketing process as fish and fishery products are highly traded commodities (Dcomampo, N.R, 1998). A large number of people, many of whom living below the property line, find employment in the domestic fish marketing chain in the form of fishers, processors, traders, intermediaries, day laborers and transporters. In Bangladesh fish marketing is almost exclusively a preserve of the private sector. However, the most serious marketing difficulties seem to occur in remote communities, which lack of transport, ice poor road facilities in relation to intermediaries (Ranman, A.K.A, 1997 and Kleih, U. 2001). In addition, the middlemen have established a new marketing chain based and the extreme exploitation of the fish farming communities by setting up an artificial pricing policy through intermediaries at different levels. As a result marketing margin of fish is often high and fish prices are high that makes dissatisfaction to consumers, fishermen, farmers and poor traders. Therefore it is important to know the existing fish marketing system to identify marketing inefficiencies that having negative impact on poor fishermen/ farmers and traders.

The main objective of Aquaculture is to reach the aquaculture product to the consumer which is not possible without marketing system. It helps to give a good connection fisherman, intermediaries and consumers. The main problem affecting fish marketing in coastal area are poor transport, poor physical facilities and ignorance of the factors affecting fish quality. Fish

marketing is very important to meet the demand of animal protein, to balance our invest meat and profit and sustainable management of fisheries.

Several negotiators are involved in this distributional channel to collect fish from the fishermen and make a linkage path between fishermen and wholesalers (Mahajon) or commission agents. Again, wet fish can enter the secondary or tertiary markets where it passes through more than one commission agent. Both commission agents and wholesaler locally known as “Mahajons” play principal roles in fish distribution (Nowsad, 2010).

### **Objectives of the study**

The study address the overall fish marketing system of the Chittagong coastal areas with particular emphasis of value addition during the process of marketing of set bag net and pakua jal, tong jal and incidentally hooks and lines fishery. The specific objectives of the study are to i) Identify different marketing channels and intermediaries involved there in and their roles in fish marketing (ii) determine the entrust of value addition in terms of costs in successive stages of fish movement and (iii) Determine marketing margins of the intermediaries. A related, complementary study deals with price transmission mechanisms across seafood value chain in the country.

### **MATERIALS AND METHODS**

In small scale fisheries these landing center contributes maximum fish at Chittagong district in artisanal sectors. There are 235 fish landing center are present in the 14 coastal district and 64 Thanas. Under the Chittagong district the name of fish landing centers are- Gohira, Jahazghata, Katghor, Anandabazar, Kattoli, Kumira, Bashbaria and Sitakunda fish landing center. These eight landing centers are very important for the consumers. Fish are transported to different parts of the country and also to other countries through landing centers.

In order to collect data on fish landing centers, one year field visit during January to December, 2013 period from the eight fish in landing centers. In addition relevant information was also collected from primary and secondary sources. The primary data were assembled through field survey at the fisher's level by using a prescribed questionnaire. The questionnaire from was filled in by interviewing the Organizers, aratars (assembler) and fishermen directly who consumed the loan (dadan) from dadandar. All the collected data were analyzed by computer. Remarkable changes were observed in many landing center. To

collected data the fishermen did not supply actual message. So it was difficult to get clear idea about their marketing system.

## RESULT

Data were collected during January to December, 2013 period from the fishermen, boat owners, dadandar (Mahjon), retailer and aratdar in eight fish landing centers and these are Gihora, Jahazghata, Katghar, Anandabazar, Kattoli, Kumira, Bashbaria and Sitakunda fish landing centers.

1). Consultation the fishermen groups at Gohira fish landing center in 03 number Raipur union 125 to 150 fishermen families are live. Near the fish landing center at the village khodha Gohira and maidha Gohira 40% people are related to the fishing business and others electronic and loan business. Totally 12 peoples are directly regulate the dadon (loan) management system. In this village Md. Hassan in kodda Gohira, is a boat owner and fisherman and got loan 1,00,000/-taka for hilsa season. For the agreement he must be bound to sell all caught hilsa fish in mohajon godi (arat) and pay interest 30% in each month. He used 10 numbers of Tong jal(Gill net) and his income was 360500/- to 525000/- and got 36000/ to 50000/ taka per net in hilsa season. For expenditure of labor and others cost pay 20000/-26000/- taka in each season. Finally he gets money as profit 60000/- to 73000/- taka after pay the dadan or interest which he took to the dadander(Form-1).

Md. Abdul Maleque in south Gohira got loans 50,000/-taka for buy new tong jal for hilsa catching. He also pays extra 20,000/-taka as interest during hilsa season and profit 20000/- to 25000/- only during the sampling period (Form-2).

2). In Jahazghata landing center Md. Elias is a boat owner and he does not go to the sea, for ESNB fishing hire labours with the sharing system and selling all small fish and shrimp to the piker; but in hilsa fish sold all the fish sold directly to the aratdar and then total taka share with the fishermen (labour and maji), after discount the total fishing cost he benefits 36500/ (Form-3).

Md. Noor Nabi got loan from dadondar for ESNB and hilsa fishing, with the 80-20% sharing system (dadandar got-80% & Noor Nabi-20%). He must be bound selling the 80% fish to the dadondar arat. Lastly he was gets 72000/ (Form-4).

3). In Katghar, Md. Marid is a fisherman. He does not take any dadon or loan and work as daily labour. His boat owner sells all the fish directly to the paiker and profit 80000/ to 113000/ finally (Form-5).

Md. Mostafa kamal is a boat owner and take dadon, caught fish sell directly to the aratder or whole seller, 20 percent fish took to the fishermen as labour cost and the rest fish supply to the dadandar and benefits taka 48000/ to 60000/- in this sampling period(Form-6).

4). In Anadabazar Harun Showdagar is an aratdar and dadondar. He caught fish with the 50% share except the total catching cost and sold the fish to the retailer by the nelum / duk and lastly him gets 50000/ to 100000/ (Form-7).

5). In the Kattoli ghat: Md. Mamataj Bapari is piker and aratdar, he also took dadon from mohajon; whole fish sell to dadondar less than 200/- per mond (37.5kg-1 mon) by weight and get 100000/ to 120000/ taka only in the hilsa season(Form-8).

Raton Jala das is a boat owner and took loan 2 lakh in 40% interest per month. No sharing system for fish catching but gave monthly salary in each fishermen, after recover the interest he benefits only 200000/ to 40000/ taka (Form-9).

Mridul das is a fisherman and work as daily labour. In hilsa seasons work sharing system. He caught hilsa fish in a day four times with the others fishermen from the sea and got 45000/ taka in cash and totally 118000/ taka with the table fish as food (Form-10).

6). In Kumira landing center's Niranzon das is a boat owner. For boat and net repairing took 50.000/- taka from mohajon and supply all catch fish to the mohajan and got less than 50/- taka per kilo at market rate and profit 45000/ taka to 135000/ takain cash (Form-11).

Babu Samir chandra shil used ESNB and hook and lines for fishing; he sold all catch to the retailer by open market (nelum or duk). In this season he get loss taka 60000/ in this working period (Form-12).

7). In Basbaria ghat, Ram kanai jala das is a fisherman and boat owner, only hilsa season took dadan and bound to sell all hilsa fish to the dadondar, but in ESNB fishing he sell all fish to the retailer by his choice and loss 15000/ to 50000/ taka.(Form-13).

Shri Hari Jala das is a boat owner and took 1,50,000/- taka from dadondar as dadan. Most of the time, he sold fish to the aratdar or retailer or ferias as his choice and lastly he profit 50000/ to 80000/ taka in the hilsa mousum (Form-14).

8). In Sitakunda ghat, Suranjan Das is a boat owner and fishermen, with the 30% interest he took dadan. He sold all fish to the dadondar arat and loss 30000/ to 60000/ taka for the stolen of nets (Form-15).

## DISCUSSION

In addition, the middlemen have establish a new marketing chain based and the extreme exploitation of the fish farming communities by setting up an artificial pricing policy through intermediaries at different levels( Ahmed, 2005).

### Value chain (marketing channel)

Marketing channels are the alternative routs of product flows from producers to consumers (Kohls and Uhl, 2005). Value chain may be long or short for a particular commodity depending on the qualities of product, size and nature of consumers and producers and the prevailing social and physical environment. Dominant supply chains of hilsa fish, behundi net and Pakua net fish in the study area are shown below:

Fish farmer-Nikari- Piker – Aratdar- Retailer- Consumer (hilsa fish).

Fish farmer- Aratdar- Piker- Retailer- Consumer (behundi net).

Fish farmer- Aratdar- Retailer- Consumer (Pakua net).

Aratdars negotiate between buyers and retailers of fish and help them at their own business premises on receipt of aratdari commission. Fishers does not bought any fish directly who got loan(dadan), The dadandars sell of their fishes to ferias, 100% to beparis, 100% to piker and 100% to retailers via aratdars and lastly to 25% to consumers.

Depot owner and bapari each sell 90% of their small shrimp to paikers, paikers sell 100% of their small fishes and shrimp to retailer via aratdar. Retailers sell the entire shrimp to ultimate consumers. Depot owners purchase 40 % sargestive shrimp (*Acetes spp.*) from fishers directly, 20% from ferias and 40% from fishers/ boat owners via aratdar.

The longest supply chain involves six intermediaries for set bag net fish farmer, nikari(boat owner), piker, aratdar, retailer and consumer. Supply chain of hilsa comprises of six intermediaries namely fishermen, aratdar, piker, aratdar, retailer and consumer for the distant

domestic market. Two other identified channels for hilsa marketing involve respectively five intermediaries (fishermen, aratdar, piker, retailer and consumer) and four intermediaries (fishermen, aratdar, retailer and consumer) for the local markets. The overseas hilsa marketing channel involves for intermediaries namely. Domestic supply chains for shrimp marketing involve four intermediaries (shrimp fishers, aradar, piker, retailer and consumers) for local market and five intermediaries (shrimp fishers, aradar, piker, retailer and consumers) for distant markets.

### **Fish distribution channel**

Fish distribution channel is a route along which harvested fish from the ponds or open waters is shipped to consumers. Fish marketing channel in Katghar, Kattoli, Kumira and Sitakunda are almost entirely conducted, financed and regulated by traditional, hardworking and skilled middlemen. The market chain from farmers/ fishermen to consumers passes through a number of intermediaries; local fish traders, agents, wholesalers and retailers. The demand for fish is high in markets but supply is limited and a strong network has developed with brokers and traders intervening between farmers at one end the consumers, at the other end. With a few exceptions, market communication normally being made through middlemen. The middlemen usually buy fish from the farmers but do not seem to have formal agreements. A few farmers directly sell their fish to wholesalers. Actually farmers would not like to bring their fish to wholesalers, because small catches, lack of market information, poor road and transport facilities, lack of money for fish transportation, negligible experience and technical knowledge on trading, etc.

Agents or suppliers also carry fish from remote villages to the wholesalers in market centers and typically earns 1 to 5% commission for their services. Suppliers commonly use vans and rickshaws to transport the fish from the ponds to the markets, which takes 30 min to 3 h depending on market distance and road facilities. Sometimes suppliers take small amounts of dadon credit from wholesalers to ensure the supply of fish from farmers. Dandon is a system of tied credit through which the wholesalers advance money to the suppliers in exchange for the assured sale of fish. Wholesalers sell their purchase to the retailers. Retailers, in turn, sell the fish directly to the consumers.

### **Safety Net**

Fishing is a risky business and nowhere more so than in the seas off Bangladesh. Cyclones and tidal surges can cause years of investment in boats and gears to be washed away

overnight. High winds or rain can mean days or weeks when those with small crafts are unable to go to sea. Even without the protection of bad weather, the Bay of Bengal is often reluctant to share her riches. For months, the catch accessible to small craft is miserly, and by cruel twist of fate, the peak season for high value hilsa coincides with the monsoon season, meaning that fishers often have to stay ashore while the catch rots in their nets. Uncertainty means that coastal fishing communities veer between from June until September; the communities are crowded with buyers, boat repairers, salespersons and tinkers. When the season ends, the money stops and the strangers go away. Many of the communities turn to push nets or set bag nets, and household incomes are less than five per cent of what they are during the hilsa season (Blowfield, 1995).

But although the fish buyers do not visit the communities during the lean season, their presence is still felt. When a household needs credit at the local shop or money to repair equipment, somebody will contact the buyer or his representative. Buyers do not simply purchase fish, they are also money-lenders, the most available source of credit that many coastal fishing communities have.

The buyers cum lenders are known as dadondar and are often members of neighboring farming communities. Their dual role distinguishes them from other fish traders (piker) who do not offer loans. The dadondar are in turn linked to aratadar, large-scale traders who sell the hilsa to the major urban and export markets and who also have access to the large amounts of capital that the dadondar demands.

Of course, all this comes at a price and dadondar loans charge high levels of interest. But for fishers without access to banks and largely ignored by poverty-focused finance initiatives such as those of the Gramin Bank, the dadondar at least fill a real need and earlier studies such as that of Bennet (1991) viewed the system favorably.

### **Debt Trap**

With a closer look at aratdar and dadondar, we raise the question whether the system is an engine of the local economy or in fact a brake. We studied three fishing communities on different parts of the coast, and each shared the same marketing-credit system. In Delipara, for substance, a Hindu fishing community near Chittagong, there is five dadondar each with four of five agents. The dadondar or his agents make loans during the leanest fishing months,

either in cash or by facilitating credit at local shops and kiosks. These loans are made to the boat-owners (bohoddar) or captains (majhi) who are responsible for their repayments.

The dadondar system is not therefore as simple as that described in Table, 1. It traces the economic hierarchy within the communities, providing loans to the wealthier bohoddar or majhi who in turn provide loans to their crews. Anyone who is not a crew member does not have access to these loans. Boat-owners tend to prefer crew who own their own nets, in it an indicator of wealth and women, who are excluded from fishing, can only obtain loans through their husbands or other male relatives, limiting their access to capital for fish vending and also their control over the amount of money available for domestic purpose. The dadondar sets the rate of interest for these loans at 60-15% per annum depending on the season and community and on the credit record of the bohoddar. As most bohoddar are illiterate, the dadondar also serves as bookkeeper in the transaction. A condition of the loan is that the bohoddar must sell the hilsa catch to the dadondar and the dadondar sets the buying price at several takas less than the price offered by other traders, Furthermore, payment is only made at the end of the hilsa season. But there is special twist to the dadodar system; No matter what the size of the loan is the bohodar for that season.

In the village Gohira (landing center) Muslim community involve in the fishing business, where twelve dadondar control over 90% of the hilsa trade. In the fishing community failure to pay loans has led one of the community's largest boat-owners going out of business, which in turn has forced his former crew members to leave the village in search of work. But the most severe case is Katghar where years of trying to reduce dependence of dadondar loans, including the establishment of community savings and loan groups, ended with the 1991 cyclone which destroyed boats and gears and drove the community back to the dadonder in order to obtain new capital.

**Table: Theoretical model of flow of fish and credit in Bangladesh coastal fishing (Blowfield, 1995).**

|                                  |                                  |
|----------------------------------|----------------------------------|
| Aratdar<br>(large fish traders)  | Fishing<br>communities           |
| Dadondar<br>(local fish traders) | Dadondar<br>(local fish traders) |
| Fishing<br>communities           | Aratdar<br>(large fish traders)  |
| <b>Flow of Credit</b>            | <b>Flow of Fish</b>              |

**Escape**

There is constant tension between fishers and the dadondar which has sometimes resulted in violence, destruction of property and in one case, death, Freedom from the dadondar system is a commonly voiced desire in the fishing communities, even among wealthier people. But finding a solution is not simple.

The large poverty focused credit programs which have proved so successful in agriculture communities. Fishers have a poor reputation for repaying loans, the coastal based NGO, was one of the first developing savings and loans groups in the fishing communities and they have not succeeded in replacing the dadondar system. Most loans are required prior to the hilsa season. But while the dadondar system remains strong, the major economic opportunity for woman (i.e. trading) remain closed as they can obtain neither fish to market nor the necessary capital to expand their present activities.

**Characteristics of intermediaries**

Fish farmers and fishermen are the first link in the fish marketing channels. They are the supplier of fish to the market. Nikkei (informal) is a middleman who does not have the ownership of the product but establishes a bridge between buyers and sellers and receive commission from farmer @ 5 to 7%. In hilsa marketing system who purchases a small quantity of fish from fishermen far away from the market and carry it to the terminal point and sell it to radar or retailer in the study areas.

Piker or beware handles large volume of fish. They purchase fish from fish farmers at farmer through radar in the local market and sell them to retailers through radar or commission agent in secondary market. Aradar negotiate sales of fish on behalf of the producers/seller. Aratdars arrange selling of fish through an auctioning system and receive a commission. Aratdars of ten acts as supplier of dada. Shrimp depot owners are the permanent shopkeepers having their own permission and staffs in markets and set as the middle functionary between farmers and commission agents. Their shops (establishments) are called depot. This group of traders mostly offers dada –cash as loans to farmers in return for buying the shrimp at a pre fixed price, which may be well below the market level. Account holders act as the commission agent and constitute the major profit making actors in the shrimp value chain. They finance packers and farmers and give credit to the exploiting Retailers. The last intermediaries of fish marketing channel do not have any permanent establishment but they have fixed places to sit in the market places or landing centers.

**Buying and selling**

A fisherman directly does not sell any thing to the piker or aradar, who take loan or dadan from the middleman or dadondar. Only boat owners sell every thing directly to the pikers and 90-95% is to passed on to aradar and subsequently purchased by piker. Only a small portion is take household or fishermen for consumption. Hilsa shows a different picture where fishers or boat owner sell 95-99% directly to the intermediaries when total catch and price rate high, than purchase fish from aratdars. Depot owner is also an important party for the fishers to sell shrimp, pikers and retailers transact (buy and sell) most of the traded fish through aratdars. Thus aratdar is the most important intermediaries in the fish marketing chains and is only involved in negotiating sales on behalf of the sellers on a commission basis. In general fisher, aradar, piker and retailers are the important intermediaries playing notable role in the marketing of fish.

**Marketing functions****Grading**

Grading is an important activity in fish marketing as different sizes of fish fetch different prices. Grading facilities are for buying and selling of fish. Most fish are graded on the basis of size/weight between in the case of begun dispatch fishers cover a layer of big size shrimp or fish in the upper portion. In case of hilsa, location is also a factor in the grading procedure. Fish are graded into three categories namely, small, medium and longer depending on size and weight.

**Storaging**

The storage function is primarily concerned with making goods available at the desired time. It enables traduces to obtain butler prices for their products. Being a highly perishable commodity, fish requires extremity specialized storage facilities matching the seasonal demand.

**Transporting**

Fish farmers and intermediary use various mode of transportation such as van, rickshaw, truck, pickup tan and head load etc. to transfer products from the producing areas to the consumption centers, Ice is used while transporting the fish as most carriers are non refrigerated.

**Financing**

Most of the fish farmers/fishermen, aratdars, piker are self-financed other sources of finance for the farmers are banks, friend and relatives and dadon. Aratdars and piker also borrow from banks, NGOS and friends and relatives. However finance of hilsa fishermen come totally from aratdar /mahajon( who provides dadon). Fishermen receiving dadon from aratdars/ mohajans are bound to sell their produce to them, sometimes at predetermined prices, which in most cases are lower than prevailing market prices. Fishers, boat owner, aratdar, bepari and retailer involved in set bag net catch transaction are self-financed. Depots owners use a combination of own fund, bank, NGO and aratdar for financing. Pikers use dadon from aratdars besides their own fund to run their business.

**Market information**

Physically visiting the markets and use of telephone/mobile phone are the common sources of collecting market information for all value chain actors.

**Packaging**

Bamboo or plastic tied with rope and polythene is used by farmers /fishers, pikers and retailers of ESNB catching fish for packing. Agents also use plastic drum to transport fish with ice steal and wooden box are used in hilsa fish marketing by piker and beparis. Box made of cork sheet is widely used in hilsa fish marketing.

**Pricing**

Depot owner and beware of Begun dives marketing chain follow prefixed prices set by the radar. Fishers, aradar, piker practice open bargaining, auction and going market prices method for fixing price of their products in varying degree. Retailers follow open bargain for selling their fish to consumers.

**Value addition**

Value is added when products pass different stages and move from one intermediary to another. The different cost components required for successive movement of hilsa fish are transportation basket packaging, icing wages and salaries aerators commission souse rent, security electricity telephone personal expenses tips donation, wastage, dadon cost and government taxation for hilsa. The top three cost components are transportation, aratdar's commission and icing (packing) for hilsa.

**Marketing margin**

The net margins of hilsa are taka 300/- for aratdar, 50/- for small shrimp (ESBN catch). Retailers enjoy the lion's share of the total marketing margin.

**Distribution of blue addition cost and profit**

For hilsa and small fish marketing major cost are incurred by inter thane binaries packers and fishermen but major net profits are reaped by retailers fishers in small fish marketing bear the major marketing cost (20% of total cost) because they have to pay the avatars commission.

**Fisher's share of consumer (Taka)**

Fishers share of the consumers prices for different small fishes seem to the reasonable except for hilsa fish. Fishers received 60% 70% and 75% share of the consumers taka for goes to matador and fishermen receive only 30% price spread per kg ranges from taka 100-300 taka.

**CONCLUSION**

The value chain of small fish and hilsa fish are long and very complex. Fish flows to number of camels from the producing centers there are involvements of many intermediaries in the channel. Involvement of some intermediaries stems to the consumers and a loss to the fisher. Fish sold in a particular market many originate through more than one channel. Non-episteme of good road and transport networks with the landing (asset baling) centers deprive small scale artisan fishers to get fair price due to their inability to sell directly to the assembling points/landing centers.

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#### **PROFORMA FOR FISHERMEN GROUP CONSULTATION (Form-1)**

**A. Name of the Fishermen Village (Jelepara) : Md. Hassan, Kodda Gohira.**

**B. Name of the Union under which the village comes : 03 No. Raipur Union.**

1. No. of families present in the village : 125-150 families.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : .....
  - (ii) South Sangu (SS) : Monsoon : 40 to 45 persons.
3. Season for fishing in the study area (NES) or (SS)
  - i. Monsoon : In South Sangu (SS).
  - ii. ....
4. Type of Fish catch in each season
  - i. Monsoon : Hilsa fishing.
  - ii. Winter : .....
  - iii. Other : .....

5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) : Monsoon : July to September – 60 days Active fishing.
  - ii. Winter : .....
  - iii. Other : .....
6. Type of Net
  - i. North-East Sangu : (ii) South Sangu : Fixed gill net (Tong Jal).
7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : Mechanised – 22 Hp.
  - ii. Winter season : .....
  - iii. Other : .....
8. Average catch per boat per season
  - i. Monsoon (Hilsa) : 2800 Kgs – 3500 Kgs.
  - ii. Winter : Total 2000 Kgs to 2500 Kgs. ESNB Catch and Hilsa 250 Kgs to 400 Kgs.
9. Total number of mechanised boats that visit Sangu area (season wise) from the village
  - i. Monsoon (Hilsa) 23 to 25 boats.
  - ii. Winter : .....
  - iii. Other : .....

#### **PROFORMA FOR FISHERMEN GROUP CONSULTATION**

10. Total number of families dependent on each boat
  - i. Direct fishing : 06 Number
  - ii. Ancillary activities : 10 to 15 Numbers
11. Type and total number of nets used per boat per trip :
  - i. Monsoon (Hilsa) : Tong jal and 10 numbers.
  - ii. Winter : .....
  - iii. Other : .....
12. Total number of trips of each boat per day : 04 (Four).
13. Total seasonal income (approximately)
  - i. Per Boat : Tk. 3,60,500/- to Tk. 5,25,000/-.
  - ii. Per net : Tk. 36,000/- to Tk. 50,000/-.
  - iii. Per head : Tk. 40,000/- to Tk. 52,000/-
14. Fuel consumption per boat per trip : 20-22 Liters Diesel and Mobil-03 liters.
15. Expenditure for Labour etc: Tk.2,00,000/- to Tk. 2,60,000/-.

16. Other (specify like boat/net maintenance) per season or per year : Tk.5,000/- to Tk.10,000/-.
17. Expenditure incurred
- i. Per Boat : Tk. 1,00,000/- to 1,10,000/-.
  - ii. Per net : Tk. 27,000/- to Tk.30,000/- per net.
  - iii. Per head : Tk. 40,000/- to Tk. 52,000/-.
18. Income per season per head who has boat and net : Tk.3,60,000/- to 5,25,000/-
19. Income per season per head who does not have boat and but have net : Tk.2,00,000/- to 2,50,000/-
20. Income from other source per year (aprox. and average), if any specify the source : None.
- Name : Md. Hassan
- Father's name : Md. Mojaha Miya.

#### **PROFORMA FOR FISHERMEN GROUP CONSULTATION(Form-2)**

**A. Name of the Fishermen Village (Jelepara) : Md. Abdul Maleque, South Gohira.**

**B. Name of the Union under which the village comes : 03 No. Raipur Union.**

1. No. of families present in the village : 350 to 400 families.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : 50-70 persons goes to South Sangu Area.
  - (ii) South Sangu (SS) :
3. Season for fishing in the study area (NES) or (SS)
  - i. Monsoon : July to September.
  - ii. ....
4. Type of Fish catch in each season
  - i. Monsoon : Hilsa.
  - ii. Winter :
  - iii. Other :
5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) : 03 months – 60 to 70 days.
  - ii. Winter : .....
  - iii. Other : .....
6. Type of Net
  - i. North-East Sangu : Fixed gill net (Tong Jal) in South Sangu area. (ii) South Sangu : .....

7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : Mechanised boat, 20 Hp.
  - ii. Winter season : .....
  - iii. Other : .....
8. Average catch per boat per season
  - i. Monsoon (Hilsa) : 2000 Kgs – 25000 Kgs.
  - ii. Winter : .....
9. Total number of mechanised boats that visit Sangu area (season wise) from the village
  - i. Monsoon (Hilsa) : 20-30 boats fishing in SS Area.
  - ii. Winter : .....
  - iii. Other : .....

### PROFORMA FOR FISHERMEN GROUP CONSULTATION

10. Total number of families dependent on each boat
  - i. Direct fishing : 04 Number
  - ii. Ancillary activities : 05 to 07 Numbers
11. Type and total number of nets used per boat per trip :
  - i. Monsoon (Hilsa) : 08- Fixed gill net (Tong Jal).
  - ii. Winter : .....
  - iii. Other : .....
12. Total number of trips of each boat per day : 04 (Four).
13. Total seasonal income (approximately)
  - i. Per Boat : Tk. 3,00,000/- to Tk. 3,50,000/-.
  - ii. Per net : Tk. 37,500/- to Tk. 43,750/-.
  - iii. Per head : Tk. 36,000/- to Tk. 37,500/-
14. Fuel consumption per boat per trip : 20 Liters Diesel and Mobil-2.5 liters.
15. Expenditure for Labour etc: Tk.1,44,000/- to Tk. 1,50,000/-.
16. Other (specify like boat/net maintenance) per season or per year : Tk.5,000/- to Tk.10,000/-.
17. Expenditure incurred
  - i. Per Boat : Tk. 1,00,000/- to 1,10,000/-.
  - ii. Per net : Tk. 27,000/- to Tk.30,000/- per net.
  - iii. Per head : Tk. 36,000/- to Tk. 37,500/-.
18. Income per season per head who has boat and net : Tk.3,00,000/- to 3,50,000/-

19. Income per season per head who does not have boat and but have net : Tk.1,50,000/- to 2,00,000/-
20. Income from other source per year (aprox. and average), if any specify the source :  
 Business- Tk. 25,000/- to 35,000/-.  
 Name : Md. Abdul Maleque  
 Father's name : Late Golam Nabi

**PROFORMA FOR FISHERMEN GROUP CONSULTATION( Form-3)**

**A. Name of the Fishermen Village (Jelepara) : Md. Elias , North-East Para, 2 No. Ward.**

**B. Name of the Union under which the village comes : 03 No. Raipur Union.**

1. No. of families present in the village : 35 families.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : 15-20 persons.
  - (ii) South Sangu (SS) :
3. Season for fishing in the study area (NES) or (SS)
  - i. Winter in the NES Area.
  - ii. ....
4. Type of Fish catch in each season
  - i. Monsoon : .....
  - ii. Winter : Small fish and Shrimp by Estuarine Set bag net (ESBN).
  - iii. Other :
5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) .....
  - ii. Winter : 03 months – 90 days, November to January.
  - iii. Other : .....
6. Type of Net
  - i. North-East Sangu : ESBN      (ii) South Sangu : .....
7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : .....
  - ii. Winter season : Mechanised boat, 20 Hp.
  - iii. Other : .....
8. Average catch per boat per season
  - i. Monsoon (Hilsa) : Total 3000 Kgs to 3500 Kg (300 Kg to 350 Kg/ Net 1 per season.

- ii. Winter : 2700 Kgs to 3000 Kgs. (12 ESN in 90 days).
- 9. Total number of mechanised boats that visit Sangu area (season wise) from the village
  - i. Monsoon (Hilsa) .....
  - ii. Winter : 04 to 05 boats.
  - iii. Other : .....

### PROFORMA FOR FISHERMEN GROUP CONSULTATION

- 10. Total number of families dependent on each boat
  - i. Direct fishing : 05 Number
  - ii. Ancillary activities : 08 to 10 Numbers
- 11. Type and total number of nets used per boat per trip :
  - i. Monsoon (Hilsa) : .....
  - ii. Winter : ESN and 12 Numbers.
  - iii. Other : .....
- 12. Total number of trips of each boat per day : 02(Two).
- 13. Total seasonal income (approximately)
  - i. Per Boat : Tk. 2,02,500/- to Tk. 3,00,000/-.
  - ii. Per net : Tk. 16,875/- to Tk. 25,000/-.
  - iii. Per head : Tk. 33,000/- to Tk. 39,000/-
- 14. Fuel consumption per boat per trip : 20 Liters Diesel and Mobil-02 liters.
- 15. Expenditure for Labour etc: (3 persons for 4 months)Tk.1,65,000/- to Tk.1,85,000/-  
(Salary & others)
- 16. Other (specify like boat/net maintenance) per season or per year : Tk.7,000/- to Tk.10,000/-  
Net, boat and engine maintenance.
- 17. Expenditure incurred
  - i. Per Boat : Tk. 1,00,000/- to 1,10,000/-.
  - ii. Per net : Tk. 15,500/- to Tk.17,000/- per net.
  - iii. Per head : Tk. 33,000/- to Tk. 39,000/-.
- 18. Income per season per head who has boat and net : Tk.2,02,000/- to 3,00,000/-
- 19. Income per season per head who does not have boat and but have net : Tk.1,50,000/- to 1,70,000/-  
(10 nets)

20. Income from other source per year (aprox. and average), if any specify the source: Land and business Working net maintenance, oil business and shop - Tk. 30,000/- to 60,000/-.

Name : Md. Elias

Father's name : Late Manir Ahmed

Mob : 01818009684

Jhazghata

#### **PROFORMA FOR FISHERMEN GROUP CONSULTATION(Form-4)**

**A. Name of the Fishermen Village (Jelepara) : Md. Nur Nabi, North-East Para, 1 No. Ward.**

**B. Name of the Union under which the village comes : 03 No. Raipur Union.**

1. No. of families present in the village : 35 villages.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : 15-20 persons goes to NES Area.
  - (ii) South Sangu (SS) :
3. Season for fishing in the study area (NES) or (SS)
  - i. Winter around 05 month.
  - ii. ....
4. Type of Fish catch in each season
  - i. Monsoon : .....
  - ii. Winter : Small fish and Shrimp by Estuarine Set bag net (ESBN) and Hilsa.
  - iii. Other :
5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) .....
  - ii. Winter : October to February – 100 days (20 days per months).
  - iii. Other : .....
6. Type of Net
  - i. North-East Sangu : ESBN      (ii) South Sangu : Fixed gill net (Tong Jal).
7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : .....
  - ii. Winter season : Mechanised boat, 18 Hp.
  - iii. Other : .....
8. Average catch per boat per season

- i. Monsoon (Hilsa) :
  - ii. Winter : Total 2000 Kgs to 2500 Kgs. ESNB Catch and Hilsa 250 Kgs to 400 Kgs.
9. Total number of mechanised boats that visit Sangu area (season wise) from the village
- i. Monsoon (Hilsa) .....
  - ii. Winter : 04 to 05 boats.
  - iii. Other : .....

### PROFORMA FOR FISHERMEN GROUP CONSULTATION

10. Total number of families dependent on each boat
- i. Direct fishing : 04-05 Number
  - ii. Ancillary activities : 06 to 07 Numbers
11. Type and total number of nets used per boat per trip :
- i. Monsoon (Hilsa) : .....
  - ii. Winter : 08 to 10, ESNB and Tong Jal 6 to 7 Numbers.
  - iii. Other : .....
12. Total number of trips of each boat per day : 02(Two).
13. Total seasonal income (approximately)
- i. Per Boat : Tk. 2,50,500/- to Tk. 3,00,000/-.
  - ii. Per net : Tk. 15,000/- to Tk. 20,000/- by ESNB and 5,000/- to 15,000/- by Tong Jal.
  - iii. Per head : Tk. 55,000/- to Tk. 60,000/-
14. Fuel consumption per boat per trip : 16 to 20 Liters Diesel and Mobil-213 liters.
15. Expenditure for Labour etc: Tk.2,00,000/- to Tk. 2,25,000/-.
16. Other (specify like boat/net maintenance) per season or per year : Tk.7,000/- to Tk.10,000/-.
- Net, boat and engine maintenance.
17. Expenditure incurred
- i. Per Boat : Tk. 1,00,000/- to 1,10,000/-.
  - ii. Per net : Tk. 15,000/- to Tk.17,000/- per net.
  - iii. Per head : Tk. 55,000/- to Tk. 60,000/-.
18. Income per season per head who has boat and net : Tk.2,50,000/- to 3,00,000/-
19. Income per season per head who does not have boat and but have net : Tk.1,50,000/- to 1,75,000/-

20. Income from other source per year (aprox. and average), if any specify the source :

Business- Tk. 30,000/- to 50,000/-.

Name : Md. Nur Nabi

Father's name : Late Dula Mia

Mob : 01818009684

Jhazghata

**Market chain of marine small fishes form-5**

1. Name of Boat owner :Mahmad Fared.
2. Type of gear used : Tong Jal
3. Number of Gear used :10 boat
4. Number of Trip/day/Month :2
5. Engine Horse power (HP) : 22
6. Cost of fuel/liter :TK-68/L
7. Total fuel need per day or month:14 Litre/boat/day
8. No. of fishermen/boat in a trip : 4/boat
9. Active fishing days/Month :12
10. Total fish harvest/Trip (kg) :10kg/trip
11. Boat repair cost per year :30,000/-
12. Net repair cost per year :36.000/-
13. Ice used or not :0
14. Ice cost per block or kg :x
15. How many distance they fishing from the shore to fishing area :10 km.
16. How much money they take from dadander or middleman :cÖwZ wUa†c cÖwZ Rb†K  
200/-
17. When they ashore with their catch fish, sell to the dadandar or not :wZwb wb†R †Kvb  
'`b †bbwb)
18. Fish selling by weight or whole :yPzw<sup>3</sup>/
19. Each kilo or total fish selling how much Taka :280/kg
20. Number of stakeholders :120
21. How much (kg) fish degrades and their estimate cost (Tk) :-
22. Degrade fish dried or sell directly :
23. If degrade fish prepare fish/poultry feed per kg how much TK.:x

24. Boat/Net owners Fish sell directly to the radar or retailers :mivmwi cvBKviiv wK‡b
25. Total cost of Labour or fishermen Per day or Month:40,000/months
26. Sharing system of fish per Boat/Net/ Not appliated
  - (i) Tk
  - (ii) Fish (kg)2-
27. Total other coast per boat in a month:5000/months
28. Total number of family members of the fisher man:4-6
29. Peak season of harvesting time:July-Oct.
30. Total income in a month per boat;60,000/-
31. Total benefit in a month/boat:using
32. Fish come to the market directly by fishers or Dadandar/ Aratdar :cUKvi
33. How much distance from shore (landing station) to whole sell/Retail market:6km
34. How many step they cover from fisherman to consumers :

Fishermen —————> Beparis/ Dadandar —————> Aratdars —————> Fish

Retailers —————> Consumers. —————>

processing plant ..... Export agencies.

Name of the ghat/ landing center:

Date:

Name of the data collector & Sing.:

### Market chain of marine small fishes

### Form-06

1. Name of Boat owner :Md.Mostafa Kamall (Alam)
2. Type of gear used : Tong Jal (Fiexed gill net)
3. Number of Gear used :10 nos/boat
4. Number of Trip/day/Month :2-3/day
5. Engine Horse power (HP) : 20Hp
6. Cost of fuel/liter :TK-68/Liter
7. Total fuel need per day or month: 2-3 Lit/Trip
8. No. of fishermen/boat in a trip : 4-5 nos/boat
9. Active fishing days/Month :15-18 days/months
10. Total fish harvest/Trip (kg) :5-20-kg/trip
11. Boat repair cost per year :TK-18000-20,000/year.boat
12. Net repair cost per year :TK 2000/year/net-
13. Ice used or not :not used

14. Ice cost per block or kg :N/A
15. How many distance they fishing from the shore to fishing area :15 km(app.
16. How much money they take from dadander or middleman :N/A)In this Case)
17. When they ashore with their catch fish, sell to the dadandar or not :
18. Fish selling by weight or whole : As a whole
19. Each kilo or total fish selling how much Taka :Sell as a whole but altimate taka per kilo  
200-250TK
20. Number of stakeholders :
21. How much (kg) fish degrades and their estimate cost (Tk) :-App 1 kg/Trip in LT
22. Degrade fish dried or sell directly :Most Case it is salted.
23. If degrade fish prepare fish/poultry feed per kg how much TK.: N/A for lilish
24. Boat/Net owners Fish sell directly to the radar or retailers :Aratdur/whole seller
25. Total cost of Labour or fishermen Per day or Month:200-250/day
26. Sharing system of fish per Boat/Net/ Not
  - (i) Tk
  - (ii) Fish (kg)35 percents for Fisher and the rest for dadandor
27. Total other coast per boat in a month:5000/months
28. Total number of family members of the fisher man:5-6
- 29: Peak season of harvesting time:Aug-Sept for Ilisha season.
30. Total income in a month per boat;24,00-90,000/months
31. Total benefit in a month/boat: TK-12,000-45000/months
32. Fish come to the market directly by fishers or Dadandar/ Aratdar :most case by Aratdar.
33. How much distance from shore (landing station) to whole sell/Retail market:whole sell  
market is near by LC boat retail market is allover .
34. How many step they cover from fisherman to consumers :
 

Fishermen      →      Beparis/ Dadandar      →      Aratdars      →      Fish

Retailers      →      Consumers.      →

processing plant      .....      Export agencies.

Name of the ghat/ landing center:

Date:

Name of the data collector & Sing.:

**Market chain of marine small fishes**

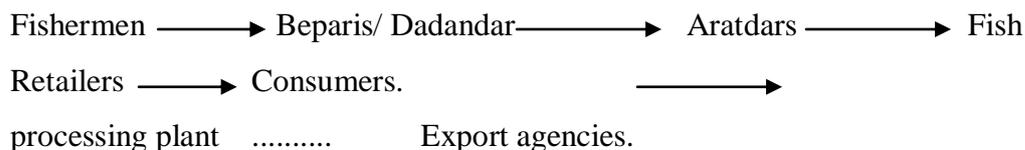
**Form-07**

1. Name of Boat owner :Harun Sawdagar

2. Type of gear used : Gill net
3. Number of Gear used :10-12/boat
4. Number of Trip/day/Month :2
5. Engine Horse power (HP) : 20
6. Cost of fuel/liter :TK-15/Liter=1050
7. Total fuel need per day or month: 30 litre/day /boat
8. No. of fishermen/boat in a trip : 10
9. Active fishing days/Month :20-22
10. Total fish harvest/Trip (kg) :
11. Boat repair cost per year :TK-20,000/-
12. Net repair cost per year :TK300,000/-
13. Ice used or not :not used-NOt repplica.
14. Ice cost per block or kg :240/-
15. How many distance they fishing from the shore to fishing area :10.
16. How much money they take from dadander or middleman :No
17. When they ashore with their catch fish, sell to the dadandar or not :not
18. Fish selling by weight or whole : by numba
19. Each kilo or total fish selling how much Taka :120TK/pc wbjv†g Wv†K wewμ
20. Number of stakeholders :100((†gŠmy†g 100gZ Bg †ekx fvM& †fvjv †\_†K AvMZ|  
erm†i Ab` mg†q 15-10
21. How much (kg) fish degrades and their estimate cost (Tk) :-boat
22. Degrade fish dried or sell directly Sell directly
23. If degrade fish prepare fish/poultry feed per kg how much TK.: Not applicable
24. Boat/Net owners Fish sell directly to the radar or retailers :cvBKiv wb†R gvQ wK†b †bq
25. Total cost of Labour or fishermen Per day or Month:Share 50/%(hveZxq LiP c†o 50%
26. Sharing system of fish per Boat/Net/ Not
  - (i) Tk
  - (ii) Fish (kg)35 percents for Fisher and the rest for dadandor
27. Total other coast per boat in a month:1000/-
28. Total number of family members of the fisher man:5-6
- 29: Peak season of harvesting time:Aug-Oct
30. Total income in a month per boat;100000-150000/-
31. Total benefit in a month/boat: TK-500000/-100000/-
32. Fish come to the market directly by fishers or Dadandar/ Aratdar :Pekar.

33. How much distance from shore (landing station) to whole sell/Retail market:

34. How many step they cover from fisherman to consumers :



Name of the ghat/ landing center:

Date:

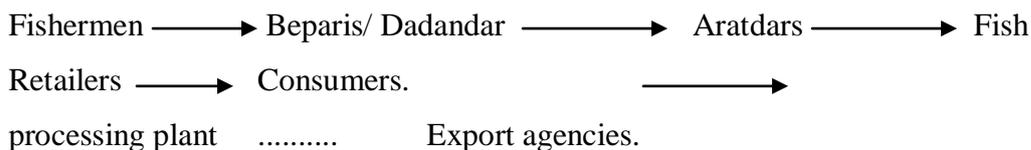
Name of the data collector & Sing.:

### Market chain of marine small fishes

### Form-08

1. Name of Boat owner :Md.Ma,atak Ba[aro
2. Type of gear used : Tong Jal
3. Number of Gear used :20 Number
4. Number of Trip/day/Month :02- per day
5. Engine Horse power (HP) : 22 Hp
6. Cost of fuel/liter :TK-70/ per Liter
7. Total fuel need per day or month: 20-25 Liter per day
8. No. of fishermen/boat in a trip : 05-06 numbers
9. Active fishing days/Month :20 day
10. Total fish harvest/Trip (kg) :6 kg per trip
11. Boat repair cost per year :TK-20-3- Thousands per year
12. Net repair cost per year :TK5-1- thousands
13. Ice used or not :No
14. Ice cost per block or kg :200/-per block
15. How many distance they fishing from the shore to fishing area :2-3 hours.
16. How much money they take from dadander or middleman :50,000/-
17. When they ashore with their catch fish, sell to the dadandar or not :whole fish sellto dadandar less than 200/-per man (37.5kg)
18. Fish selling by weight or whole : As a whole: by wheight
19. Each kilo or total fish selling how much Taka :Rate per man-12000/-
20. Number of stakeholders : 3-4 person
21. How much (kg) fish degrades and their estimate cost (Tk) :-5-10 kg per manths
22. Degrade fish dried or sell directly :Most Case it is salted. per kilo 50/-to 60/-
23. If degrade fish prepare fish/poultry feed per kg how much TK.:No

24. Boat/Net owners Fish sell directly to the radar or retailers :when fish (Hilsa) captured huge number then sellto the oratdar
25. Total cost of Labour or fishermen Per day or Month:24000-32000/per months with out break fast, Lunch,tea, tobacco and other coast.
26. Sharing system of fish per Boat/Net/ Labour No sharing system but give some fish for food.
- (i) Tk (ii) Fish (kg)
- 2-  
27. Total other coast per boat in a month:without salary other coast-2500/- to 3000/-per person for tea, lunch breakfast tobacco and other
28. Total number of family members of the fisher man:6 number
- 29: Peak season of harvesting time:Aug-Sept
30. Total income in a month per boat;100000/-1,50,000/-
31. Total benefit in a month/boat: TK-30000/--35000/-
32. Fish come to the market directly by fishers or Dadandar/ Aratdar
33. How much distance from shore (landing station) to whole sell/Retail market:10-12.
34. How many step they cover from fisherman to consumers :



Name of the ghat/ landing center:

Date:

Name of the data collector & Sing.:

**Market chain of marine small fishes**

**Form-09**

1. Name of Boat owner :Ratan Jala das
2. Type of gear used : set bag net )ESBN
3. Number of Gear used :14
4. Number of Trip/day/Month :02/day
5. Engine Horse power (HP) : 20Hp
6. Cost of fuel/liter :TK-70/perLiter
7. Total fuel need per day or month:25 leter/day
8. No. of fishermen/boat in a trip : 4-5 nos/boat
9. Active fishing days/Month :16 days per months

10. Total fish harvest/Trip (kg) :6 kg-7 kg per trip(600/total fish)
11. Boat repair cost per year :TK-30000/-50,000/-per year
12. Net repair cost per year :TK15000-20000/-
13. Ice used or not :not used: No dailly fishing
14. Ice cost per block or kg :
15. How many distance they fishing from the shore to fishing area :15-25 km-around 2 to 2.5 hours
16. How much money they take from dadander or middleman :(2 lack)2000000/-10%interest per months fish sell own
17. When they ashore with their catch fish, sell to the dadandar or not : per months
18. Fish selling by weight or whole : wohle
19. Each kilo or total fish selling how much Taka :600
20. Number of stakeholders :02 numbers
21. How much (kg) fish degrades and their estimate cost (Tk) :-some times upto 10%
22. Degrade fish dried or sell directly :Most Case it is salted.thrown or dried
23. If degrade fish prepare fish/poultry feed per kg how much TK.:ponlry feed 10kg /12 kg raw fish02kg feed
24. Boat/Net owners Fish sell directly to the radar or retailers :retailers
25. Total cost of Labour or fishermen Per day or Month:40,000/-60,000/-(80/-per trip cost/person without other cost(Tea,rice\_
26. Sharing system of fish per Boat/Net/ Not
  - (i) Tk
  - (ii) Fish (kg) No sharing but monthly salary 10,000/- to 11000/ per person
27. Total other coast per boat in a month:4500 to 5000/-per person per months
28. Total number of family members of the fisher man:08
- 29: Peak season of harvesting time:November-December
30. Total income in a month per boat;1 lakh
31. Total benefit in a month/boat: 10-12 thousand
32. Fish come to the market directly by fishers or Dadandar/ Aratdar :by fisher
33. How much distance from shore (landing station) to whole sell/Retail market:2 km market is near by LC boat retail market is allover .
34. How many step they cover from fisherman to consumers :
 

Fishermen → Beparis/ Dadandar → Aratdars → Fish

Retailers —————> Consumers. —————>

processing plant ..... Export agencies.

Name of the ghat/ landing center:

Date:

Name of the data collector & Sing.:

### **PROFORMA FOR FISHERMEN GROUP CONSULTATION(Form-10)**

**A. Name of the Fishermen Village (Jelepara) : Mridul Das, South Kattoli, 11 No. Ward**

**B. Name of the Union under which the village comes : 11 No. Ward.**

1. No. of families present in the village : 800-850 families.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : 100 to 150 persons.
  - (ii) South Sangu (SS) :
3. Season for fishing in the study area (NES) or (SS)
  - i. Winter-North East Sangu.
  - ii. ....
4. Type of Fish catch in each season
  - i. Monsoon : .....
  - ii. Winter : Loittya, Shrimp and other small fish by Estuarine Set bat net (ESBN).
  - iii. Other :
5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) .....
  - ii. Winter : 4 months, October to January-30 days per month.
  - iii. Other : .....
6. Type of Net
  - i. North-East Sangu : ESBN      (ii) South Sangu : .....
7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : .....
  - ii. Winter season : Mechanised boat, 12-16 and 20/22 Hp.
  - iii. Other : .....
8. Average catch per boat per season
  - i. Monsoon (Hilsa) : Total 3000 Kgs to 3500 Kg (300 Kg to 350 Kg/ Net 1 per season.
  - ii. Winter : 2400 Kgs to 3000 Kgs. Hilsa-50 Kgs to 75 Kgs per boat per season.
9. Total number of mechanised boats that visit Sangu area (season wise) from the village

- i. Monsoon (Hilsa) .....
- ii. Winter : 20-25 Numbers
- iii. Other : .....

### **PROFORMA FOR FISHERMEN GROUP CONSULTATION**

- 10. Total number of families dependent on each boat
  - i. Direct fishing : 05 Number
  - ii. Ancillary activities : 10 to 12 Numbers
- 11. Type and total number of nets used per boat per trip :
  - i. Monsoon (Hilsa) : .....
  - ii. Winter : 10 Numbers to 12 Numbers.
  - iii. Other : .....
- 12. Total number of trips of each boat per day : 02(Two).
- 13. Total seasonal income (approximately)
  - i. Per Boat : Tk. 2,00,000/- to Tk. 3,00,000/-.
  - ii. Per net : Tk. 20,000/- to Tk. 30,000/-.
  - iii. Per head : Tk. 45,000/- to Tk. 52,000/-
- 14. Fuel consumption per boat per trip : 15 to 16 Liters Diesel and Mobil-03 liters.
- 15. Expenditure for Labour etc: (3 persons for 4 months)Tk.1,35,000/- to Tk.1,45,000/-  
(Salary & others)
- 16. Other (specify like boat/net maintenance) per season or per year : Tk.20,000/- to Tk.25,000/-  
Net, boat and engine maintenance.
- 17. Expenditure incurred
  - i. Per Boat : Tk. 1,00,000/- to 1,10,000/-.
  - ii. Per net : Tk. 20,000/- to Tk.22,000/- per net.
  - iii. Per head : Tk. 45,000/- to Tk. 50,000/-.
- 18. Income per season per head who has boat and net : Tk.2,00,000/- to 3,00,000/-
- 19. Income per season per head who does not have boat and but have net : Tk.1,45,000/- to 1,75,000/-
- 20. Income from other source per year (aprox. and average), if any specify the source : Land and business Tk. 30,000/- to 40,000/-.

Name : Mridul Das

Father's name : Late Niranjana Das

Mother's name : Shapna Bala Das

Mob : 01673931627

**PROFORMA FOR FISHERMEN GROUP CONSULTATION(Form-11)**

**A. Name of the Fishermen Village (Jelepura) : Bara Kumira**

**B. Name of the Union under which the village comes : 7 No. Kumira, 8 No. Ward.**

1. No. of families present in the village : 475 families.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : 20 to 30 persons.
  - (ii) South Sangu (SS) : North and South Sangu.
3. Season for fishing in the study area (NES) or (SS)
  - i. Mid September to January mid time.
  - ii. ....
4. Type of Fish catch in each season
  - i. Monsoon : .....
  - ii. Winter : Estuarine Set bat net fishing-Small fish and Shrimp.
  - iii. Other : Tong Jal for Hilsa fishing.
5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) .....
  - ii. Winter : 4 months (15 days to 16 days per month) 60-65 days.
  - iii. Other : Tong Jal for 8 to 10 days in each season (Winter).
6. Type of Net
  - i. North-East Sangu: Set bag net and Tong Jal ESNB      (ii) South Sangu: .....
7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : .....
  - ii. Winter season : 16 Hp.
  - iii. Other : .....
8. Average catch per boat per season
  - i. Monsoon (Hilsa) : .....
  - ii. Winter : 2400 Kgs to 3000 Kgs. Hilsa-50 Kgs to 75 Kgs per boat per season.
9. Total number of mechanised boats that visit Sangu area (season wise) from the village

- i. Monsoon (Hilsa) .....
- ii. Winter : 10-15
- iii. Other : .....

### **PROFORMA FOR FISHERMEN GROUP CONSULTATION**

10. Total number of families dependent on each boat
  - i. Direct fishing : 04 (Four)
  - ii. Ancillary activities : 08 to 10
11. Type and total number of nets used per boat per trip :
  - i. Monsoon (Hilsa) : .....
  - ii. Winter : Set bag net – 10 Numbers.
  - iii. Other : Tong Jal (fixed gill net)-4(four) numbers.
12. Total number of trips of each boat per day : 02(Two) – Set bag net, Tong Jal-03 times.
13. Total seasonal income (approximately)
  - i. Per Boat : Tk. 1,60,000/- + Tk. 40,000/- to Tk. 2,50,000/- + Tk. 60,000/-.
  - ii. Per net : ESNB- Tk. 16,000/- to Tk. 25,000/- and Tong Jal-Tk.10,000/- to 15,000/-
  - iii. Per head : Tk. 40,000/- to Tk. 48,000/-
14. Fuel consumption per boat per trip : Diesel-12 Liters to 15 liters and Mobil-01 to 02 liters.
15. Expenditure for Labour etc: (3 persons for 4 months)Tk.1,20,000/- to Tk.1,44,000/- (Salary & others)
16. Other (specify like boat/net maintenance) per season or per year : Tk.14,000/- to Tk.20,000/-.  
Net, boat and engine maintenance.
17. Expenditure incurred
  - i. Per Boat : Tk. 1,00,000/-
  - ii. Per net : Tk. 15,000/- to Tk.17,000/- per net.
  - iii. Per head : Tk. 40,000/- to Tk. 48,000/- (For four months)
18. Income per season per head who has boat and net : Tk.2,00,000/- to 3,10,000/-
19. Income per season per head who does not have boat and but have net : Tk.1,50,000/- to 2,00,000/-  
(For 10 Set bag net).

20. Income from other source per year (aprox. and average), if any specify the source :  
Repair Net as daily labour Tk. 25,000/- to 30,000/-.

Name :

Father's name :

**PROFORMA FOR FISHERMEN GROUP CONSULTATION(Form-12)**

**A. Name of the Fishermen Village (Jelepara) : Babu Samir Chandra Shil, Bara Kumira**

**B. Name of the Union under which the village comes : 7 No. Kumira, 8 No. Ward.**

1. No. of families present in the village : 475 families.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : 20 to 30 persons.
  - (ii) South Sangu (SS) : North and South Sangu.
3. Season for fishing in the study area (NES) or (SS)
  - i. October to February
  - ii. ....
4. Type of Fish catch in each season
  - i. Monsoon : .....
  - ii. Winter : Set bat net (ESBN) and Hook and line (Small fish and Shrimp) Lady fish, Poa, Cat fish
  - iii. Other : .....
5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) .....
  - ii. Winter : ESBN – 5 month and Hook and line – 3 month.
  - iii. Other : ESBN – 75 days and Hooks- 30 days.
6. Type of Net
  - i. North-East Sangu : ESBN
  - (ii) South Sangu : Hook and line.
7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : .....
  - ii. Winter season : Mechanised with 16 Hp.
  - iii. Other : .....
8. Average catch per boat per season
  - i. Monsoon (Hilsa) : .....

- ii. Winter : ESNB-2000 Kgs to 2500 Kgs and Hook fishing 300 Kgs to 400 Kgs.

### **PROFORMA FOR FISHERMEN GROUP CONSULTATION**

9. Total number of mechanised boats that visit Sangu area (season wise) from the village
- i. Monsoon (Hilsa) .....
  - ii. Winter : 10-15
  - iii. Other : .....
10. Total number of families dependent on each boat
- i. Direct fishing : 04 (Four)
  - ii. Ancillary activities : 06 to 07 (Six to Seven)
11. Type and total number of nets used per boat per trip :
- i. Monsoon (Hilsa) : .....
  - ii. Winter : ESNB-08 (Eight), Hook and line-20 to 22 lines.
  - iii. Other : .....
12. Total number of trips of each boat per day : Each – 02 (Two).
13. Total seasonal income (approximately)
- i. Per Boat : Tk. 1,50,000/- + Tk. 30,000/- to Tk. 1,90,000/- + Tk. 40,000/-.
  - ii. Per net : Tk. 15,000/- to Tk. 19,000/-
  - iii. Per head : Tk. 40,000/- to Tk. 45,000/-
14. Fuel consumption per boat per trip : Diesel-12 Liters to 13 liters and Mobil-02 liters.
15. Expenditure for Labour etc. : (3 persons for 5 months) Tk.1,50,000/- to Tk. 1,60,000/-
16. Other (specify like boat/net maintenance) per season or per year : Tk.15,000/- to Tk.26,000/-.
- Net, boat and engine maintenance.
17. Expenditure incurred
- i. Per Boat : Tk. 1,00,000/-
  - ii. Per net : Tk. 15,000/- to Tk.17,000/- per net. Hook and line-300/- per line.
  - iii. Per head : Tk. 50,000/- to Tk. 52,500/- (For five months)
18. Income per season per head who has boat and net : Tk.1,80,000/- to 2,30,000/-
19. Income per season per head who does not have boat and but have net : Tk.1,50,000/- to 2,30,000/- for 10 net.
20. Income from other source per year (aprox. and average), if any specify the source : Tk. 25,000/- to

50,000/- from ship breaking, Ricksha, Van etc. as daily labour.

Name : Babu Samir Chandra Shil

Father's name : Dhanarshar Chandra Shil

**PROFORMA FOR FISHERMEN GROUP CONSULTATION(FORM-13)**

**A. Name of the Fishermen Village (Jelepara) : Boaliakool. Upa-Zilla: Sitakunda, Chittagong.**

**B. Name of the Union under which the village comes : 06 No. Bashbaria Union.**

1. No. of families present in the village : 140 families.
2. How many of them goes for fishing to Sangu area
  - (i) North-East Sangu (NES) : 130 families.
  - (ii) South Sangu (SS) : N/A
3. Season for fishing in the study area (NES)
  - i. July to September(3 months- Hilsa)
  - ii. October to June Behundi fishing.
4. Type of Fish catch in each season
  - i. Monsoon: Hilsa.
  - ii. Winter : Small fish and Shrimp.
  - iii. Other: Small fish and Shrimp
5. Duration (month) in each season and days of active fishing in each fishing season
  - i. Monsoon (Hilsa) : July to September 3 months and 42 days active fishing.
  - ii. Winter : (Behundi fishing),October to January 4 months and 80 days active fishing.
  - iii. Other : (Behundi fishing), February to June 5 months and 80 days active fishing.
6. Type of Net
  - i. North-East Sangu : Tong jal(gill net), Behundi jal(ESBN) and Net jal(small mesh fixed net).
  - (ii) South Sangu : N/A
7. Type of fishing boat (with its motor power) commonly used
  - i. Monsoon (Hilsa) : 12 to 16 HP mechanized boat( maximum) and 20 to 22 HP mechanized boat (very few).
  - ii. Winter season : 12 to 16 HP mechanized boat.
  - iii. Other: 12 to 16 HP mechanized boat.
8. Average catch per boat per season
  - i. Monsoon (Hilsa): 800-1200 kg./boat/season(3 months).

ii. Winter : 1500-2400 kg./boat/season(9 months)

### **PROFORMA FOR FISHERMEN GROUP CONSULTATION**

9. Total number of mechanised boats that visit Sangu area (season wise) from the village
  - i. Monsoon (Hilsa):60 nos. daily. ....
  - ii. Winter : 20 nos. daily.
  - iii. Other: 10 nos. daily. ....
10. Total number of families dependent on each boat
  - i. Direct fishing : 02 (Two) nos. families/boat.
  - ii. Ancillary activities : 04-05 families.
11. Type and total number of nets used per boat per trip
  - i. Monsoon (Hilsa):12 nos. Tong jal/boat/trip.
  - ii. Winter : 10 nos. Behundi jal/boat/trip.
  - iii. Other : 20 nos Behundi jal/boat/trip .
12. Total number of trips of each boat per day : 02 (Two)trips/day (average)
13. Total seasonal income (approximately) :
  - i. Per Boat : Tk. 1,40,000/- - 3,36,000/- (app.)
  - ii. Per net : Tk. 14,000/- to Tk. 33,600/- (app.)
  - iii. Per head : Tk. 46,600/- to Tk. 1,12,000/- (app.)
14. Fuel consumption per boat per trip : Diesel-6 Liters.
15. Expenditure for Labour etc. : (2 persons for 5 months) Tk. 250/- x 2 Nos = 500/- (Per day)
16. Other (specify like boat/net maintenance) per season or per year : Tk.30,000/- Boat / Year  
Net, boat and engine maintenance.
17. Expenditure incurred
  - i. Per Boat : Tk. 1500/- (App.)
  - ii. Per net : Tk. 150/- (App.)
  - iii. Per head : Tk. 500/- (App.)
18. Income per season per head who has boat and net : Tk.2,00,000/- Per year.
19. Income per season per head who does not have boat and but have net : Tk.75,000/- Per year.

20. Income from other source per year (aprox. and average), if any specify the source : Only 6 family have very few culture of vegetable, Agriculture, Cow, Goats etc. and income Tk.10,000/- to 15,000/- Per year.

1. Name: Nironzon das  
 Father's name: Monomohan das  
 2. Name: Upendra das  
 Father's name: Mahim chandra das

**Market chain of marine small fishes**

**Form-14**

1. Name of Boat owner : Shri Hari Jalo dash.
2. Type of gear used : Tong jal ( Fixed gill net)
3. Number of Gear used : 10-12. boat
4. Number of Trip/day/Month : 2-3/ days
5. Engine Horse power (HP) : 20 HP
6. Cost of fuel/liter : Tk. 68/- liter
7. Total fuel need per day or month: 16 liter/ day
8. No. of fishermen/boat in a trip : 4 nos.
9. Active fishing days/Month : 16 days .
10. Total fish harvest/Trip (kg) : 9 kg/Trip
11. Boat repair cost per year : Tk.25,00/- year/Net
12. Net repair cost per year :TK 1,000/ year/ Net
13. Ice used or not :Not used
14. Ice cost per block or kg :N/A (Daily fishing and short time trip)
15. How many distance they fishing from the shore to fishing area : 6-10 km
16. How much money they take from dadander or middleman : 1,50,000-2,00,000/Year Tk.
17. When they ashore with their catch fish, sell to the dadandar or not :
18. Fish selling by weight or whole : By wt.
19. Each kilo or total fish selling how much Taka : Tk.200-220/ Kg.
20. Number of stakeholders :
21. How much (kg) fish degrades and their estimate cost (Tk) :-App. 01 kg/Trip in Lt period.
22. Degrade fish dried or sell directly : Salting
23. If degrade fish prepare fish/poultry feed per kg how much TK.: N/A for 9 lish

24. Boat/Net owners Fish sell directly to the radar or retailers : Mostly radar in rare case to retailers by ferry in village .
25. Total cost of Labour or fishermen Per day or Month: 12,000 - 15,000-( Month excluding food and others.
26. Sharing system of fish per Boat/Net/ Not: N/A  
 (i) Tk (ii) Fish (kg)  
 No sharing but monthly salary 10,000/- to 11000/ per person  
 2-
27. Total other coast per boat in a month: Tk. 5,000-10,000/ / Month / boat
28. Total number of family members of the fisher man: 5-6 nos
- 29: Peak season of harvesting time: Aus-Sept. in Ilish season
30. Total income in a month per boat; Tk. 20,000 – 90,000/ Month
31. Total benefit in a month/boat: 10,000- 45,000/ Month
32. Fish come to the market directly by fishers or Dadandar/ Aratdar :by Aratdar in rare case by fishers.
33. How much distance from shore (landing station) to whole sell/Retail market: Whole sell market is near by L.S. but retail market is allover country.
34. How many step they cover from fisherman to consumers :
- Fishermen → Beparis/ Dadandar → Aratdars → Fish  
 Retailers → Consumers. →  
 processing plant ..... Export agencies.  
 Bansh Baria sitakunda Ctg.  
 Name of the ghat/ landing center: Date:  
 Name of the data collector & Sing.:

### **PROFORMA FOR FISHERMEN GROUP CONSULTATION(Form-15)**

- A. Name of the Fishermen Village (Jelepura) : : Suranjan Das  
 Paschim Muradpur Dhelipara.
- B. Name of the Union under which the village comes: 4 No ward, Sithakunda Pourosova,  
 Chittagong.
1. No. of families present in the village: 32
2. How many of them goes for fishing to Sangu area  
 (i) North-East Sangu (NES): 18 Families.

- (ii) South Sangu (SS): N/A
3. Season for fishing in the study area (NES) or (SS)
    - i. . July to October (4 Month- Hilsha).....
    - ii. November to June –Behundi Net.....
  4. Type of Fish catch in each season
    - i. Monsoon.: Hilsha.....
    - ii. Winter: Small fish and shrimp.....
    - iii. Other.... Small fish and shrimp.....
  5. Duration (month) in each season and days of active fishing in each fishing season
    - i. Monsoon (Hilsa) : 4 Month, Active fishing days 72 .:.....
    - ii. Winter ..: 4 Month , Active fishing days 64.....
    - iii. Other : 4 Months , Active fishing days 48.....
  6. Type of Net
    - i. North-East Sangu .Tong jal and Behundi jal ..... (ii) South Sangu.....
  7. Type of fishing boat (with its motor power) commonly used
    - i. Monsoon (Hilsa) : 12 to 16 H.P.....
    - ii. Winter .: 12 to 16 H.P.....
    - iii. Other .12 to 16 H.P.....
  8. Average catch per boat per season
    - i. Monsoon (Hilsa) .. : 1000 -2000 kg for 4 months season.....
    - ii. Winter ..... .800- 1500 kg for 4 months.....

### **PROFORMA FOR FISHERMEN GROUP CONSULTATION**

9. Total number of mechanised boats that visit Sangu area (season wise) from the village
  - i. Monsoon (Hilsa):. 16 Nos.....
  - ii. Winter : 10 Nos
  - iii. Other: 5-6 Nos
10. Total number of families dependent on each boat
  - i. Direct fishing : 03 Families.....
  - ii. Ancillary activities .....
11. Type and total number of nets used per boat per trip
  - i. Monsoon (Hilsa) : Tong jal, 8-10 nets.....

- ii. Winter .: Behundi jal , 8 nets.....
- iii. Other .: Behundi jal, 6 nets.....
12. Total number of trips of each boat per day : 2 – 3 trips /boat/day.....
13. Total seasonal income (approximately)
- i. Per Boat : Tk.1,20,000/- – 2,00,000/-.....
- ii. Per net .Tk..15,000/- – 25,000/- .....
- iii. Per head : Tk.40,000/- – 70,000/-.....
14. Fuel consumption per boat per trip : 4 -5 litres diesel/boat/trip
15. Expenditure for Labour etc.: No hired labour. 2-3 fishermen operate a boat by sharing fuel and other expenditure. ....
16. Other (specify like boat/net maintenance) per season or per year .....Boat maintenance - 2000/--3000/- Tk./season Net maintenance – 3000/- -5000/- Tk. /season
17. Expenditure incurred
- i. Per Boat .: Tk.1200/- (app)
- ii. Per net .....Tk.150/-....(app).....
- iii. Per head ....TK.400/-..(app).....
18. Income per season per head who has boat and net .....Tk.1,50,000/-per year.(app).....
19. Income per season per head who does not have boat and but have net .....Tk. 70,000/- -80,000/-.....(app).....
20. Income from other source per year (aprox. and average), if any specify the source  
Only 6 people are engaged of fish trade and their yearly income Tk.50.000/- -60,000/-.....

Name : Suranjan Das

Father's name : Khatramohan Das