



## Small-scale direct marketer in Baden-Wuerttemberg: DE-TRR-50<sup>top</sup>

OVERVIEW	
Region	Baden-Wuerttemberg
Production (mt/year)	50
Size (ha)	7,5
Technique	Raceways, ponds
Species	(I) <b>Rainbow trout</b> ( <i>Oncorhynchus mykiss</i> )
	(II) <b>Salmon trout</b> ( <i>Salmo trutta</i> )
	(III) <b>Char</b> ( <i>Salvelinus alpinus</i> )
Production steps	Grow-out
	Processing (Pro-Mark)
Work force	3
Company structure	sole proprietorship
Datasets (year)	2019



### Particularities

The strong focus on direct marketing and the high share of processed fish of **DE-TRR-50<sup>top</sup>** results in relatively high personnel and energy costs. On the other hand, the sale of processed products correlates with high added value (87% of its total returns are generated through direct marketing). As 67% of the input hours are unpaid labor of the farm owner and family members, DE-TRR-50 consists of relatively high opportunity costs (unpaid labor, capital, land), even more as the enterprise is not leased but completely owned. Despite this, the farm is profitable in the long-term.

GROW-OUT	
Stocking (k-pieces)	(I) 84
	(II) 16
	(III) 15
Start weight (g)	(I) 15
	(II) 380
	(III) 25
Finishing (g)	(I) 380
	(II) 1.000
	(III) 350
Mortality (%)	(I) 6 %
	(II) 4 %
	(III) 6 %
Feed Conversion Ratio (FCR)	(I) 0,95
	(II) 1,1
	(III) 1
Work input (h)	6.708

DISTRIBUTION (% OF PRODUCTION VOLUME)	
Direct marketing	(I) 80% ; (II) 80%; (III) 80%
Restaurants	(I) 10%; (II) 15%; (III) 15%
Fish farms	(I) 10 %; (II) 5 %; (III) 5 %

### Cash, non-cash costs, market returns and profitability (€/kg LW)

