

# **III. SU ÜRÜNLERİ YETİŞTİRİCİLİĞİ ÇALIŞTAYI**

**24-27 ŞUBAT 2015 - ANTALYA**



# BALIK YEMİ



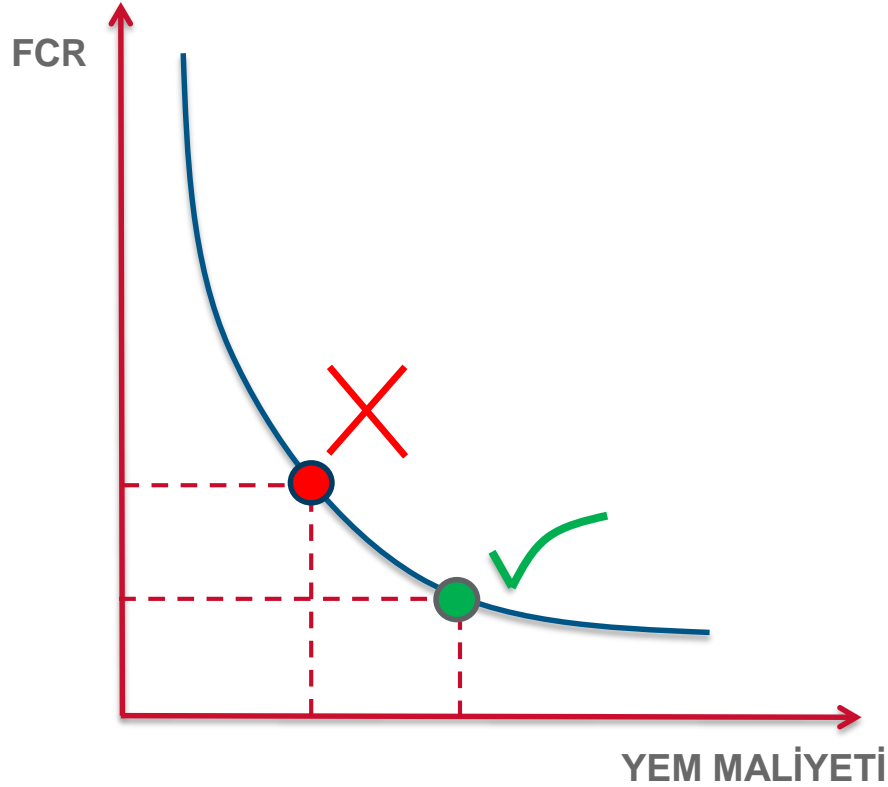
# PEFORMANSI ETKİLEYEN UNSURLAR

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- Yem,
- Balığın genetik geçmişı,
- Kuluçkahanedeki üretim süreci,
- Yetiştiricilikteki ortam şartları,
  - Su sıcaklığı,
  - Oksijen,
  - Balık yoğunluğu,
  - ...
- Yemleme
  - Yemleme sıklığı
  - Yemleme miktarı
  - ....



# PEFORMANS - MALİYET



# FİYATLANDIRMA

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MALİYET → SATIŞ FİYATI

SATIŞ FİYATI → MALİYET

BALIK FİYATI → YEM FİYATI

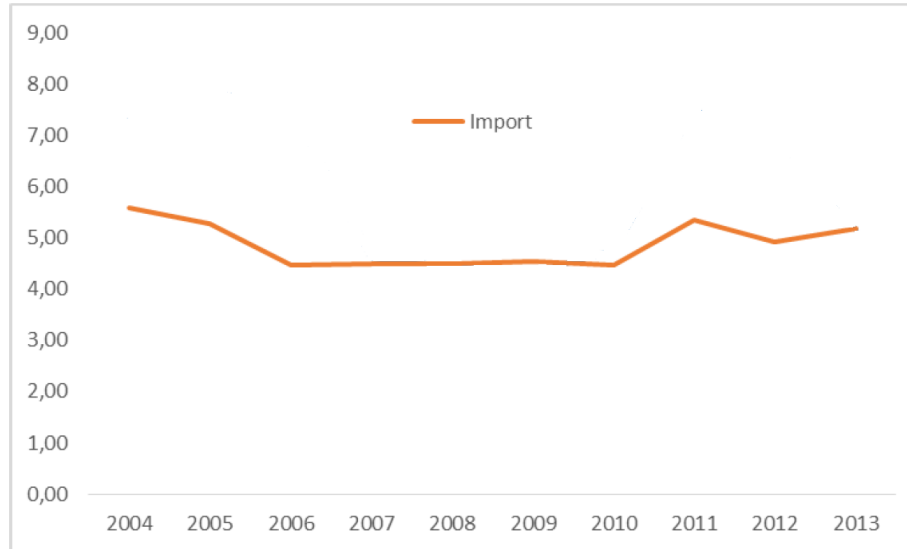


# FİYATLANDIRMA



EUROPEAN MARKET OBSERVATORY FOR FISHERIES AND AQUACULTURE  
(EUMOFA)

Evolution of minimum prices of fresh farmed seabream (400-600 g)  
in the Wholesale Market of Milan (EUR/kg)

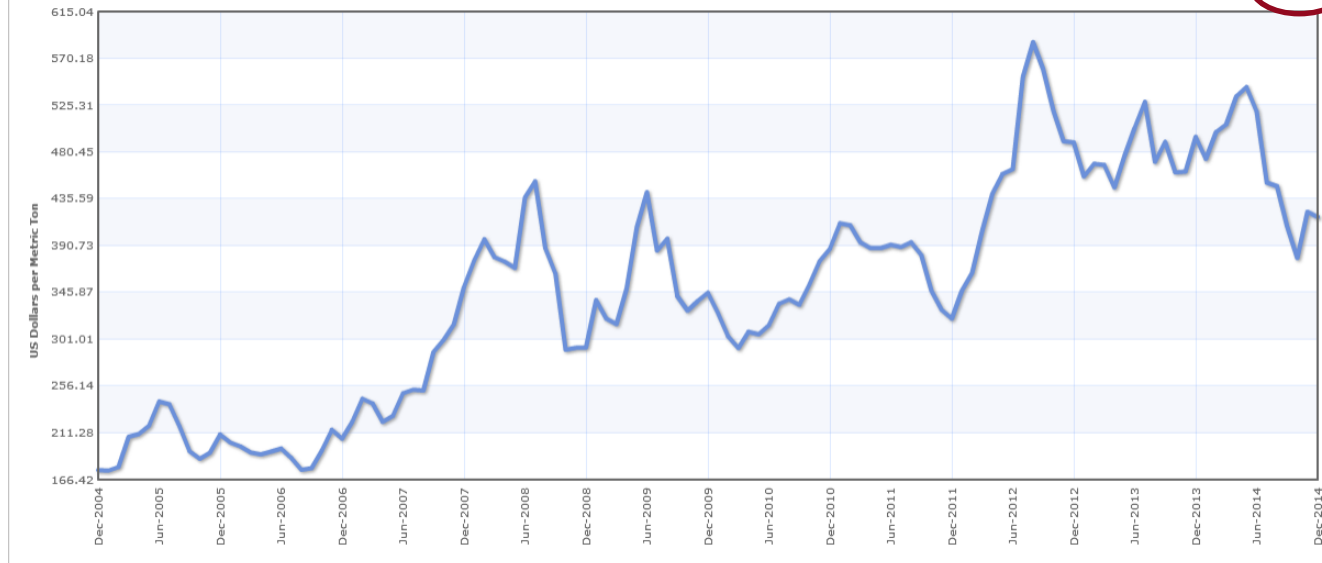


# FİYATLANDIRMA

## Soybean Meal Monthly Price - US Dollars per Metric Ton

Range 6m 1y 5y 10y 15y 20y 25y 30y

Dec 2004 - Dec 2014: 242.370 (137.93 %)



**Description:** Soybean Meal, Chicago Soybean Meal Futures (first contract forward) Minimum 48 percent protein, US Dollars per Metric Ton

**Unit:** US Dollars per Metric Ton

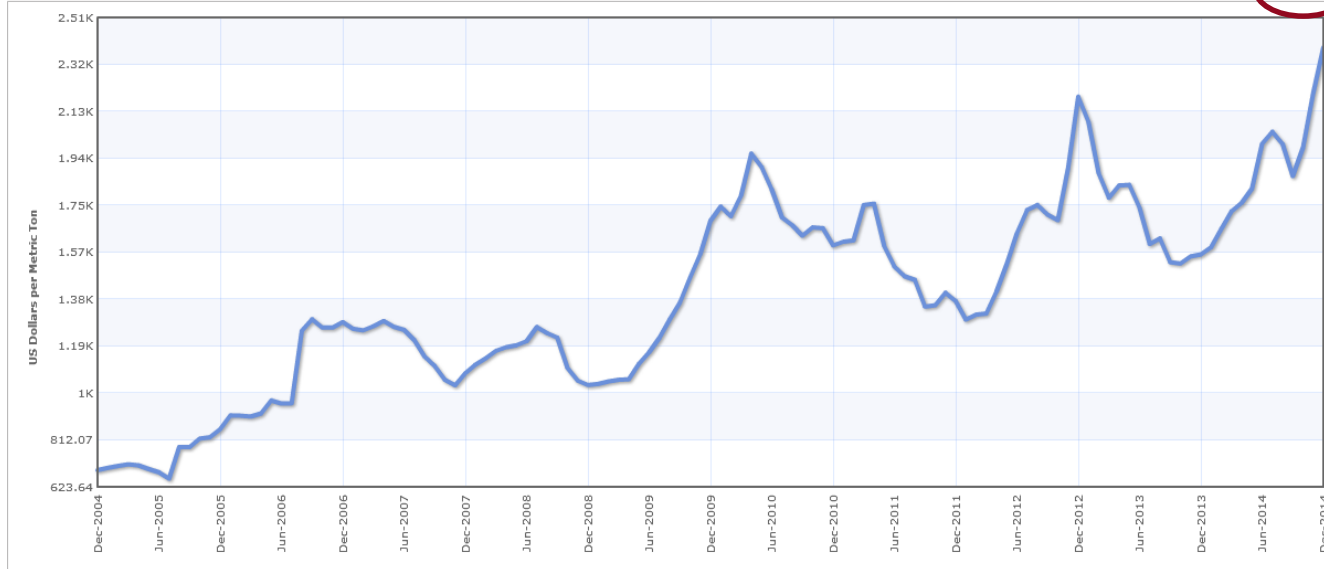


# FİYATLANDIRMA

## Fishmeal Monthly Price - US Dollars per Metric Ton

Range 6m 1y 5y 10y 15y 20y 25y 30y

Dec 2004 - Dec 2014: 1,697.90 (245.85 %)



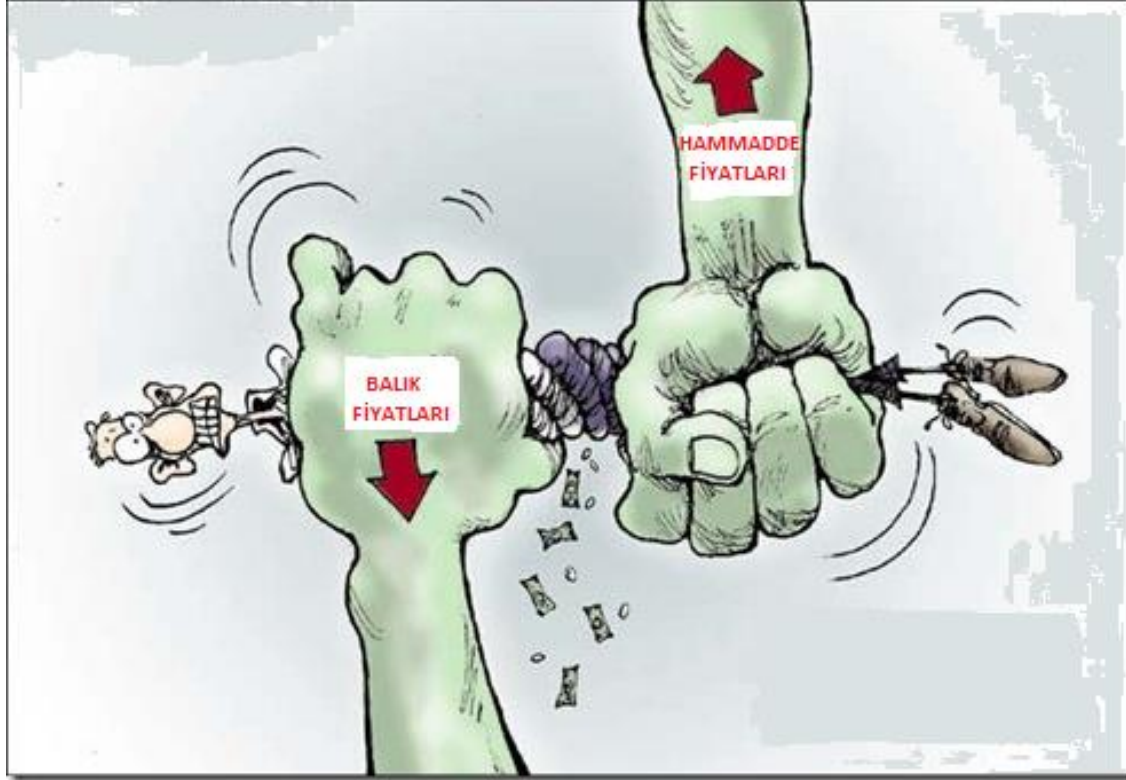
**Description:** Fishmeal, Peru Fish meal/pellets 65% protein, CIF, US Dollars per Metric Ton

**Unit:** US Dollars per Metric Ton





# FİYATLANDIRMA



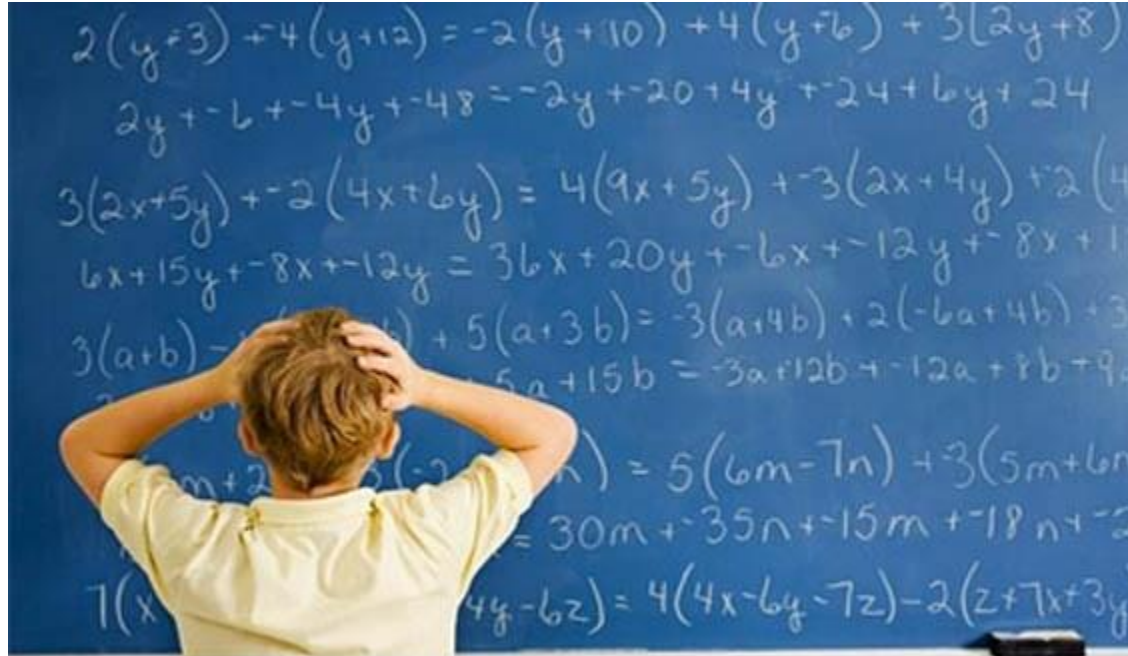
# ÇÖZÜM ????

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**SERMAYE YARATMAK !!!!**



# ÇÖZÜM ????



# ÇÖZÜM ????

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**FİNANS**



**SATIŞ VE PAZARLAMA**



# ÇÖZÜM ????

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**2014**  
**15 MİLYON €**

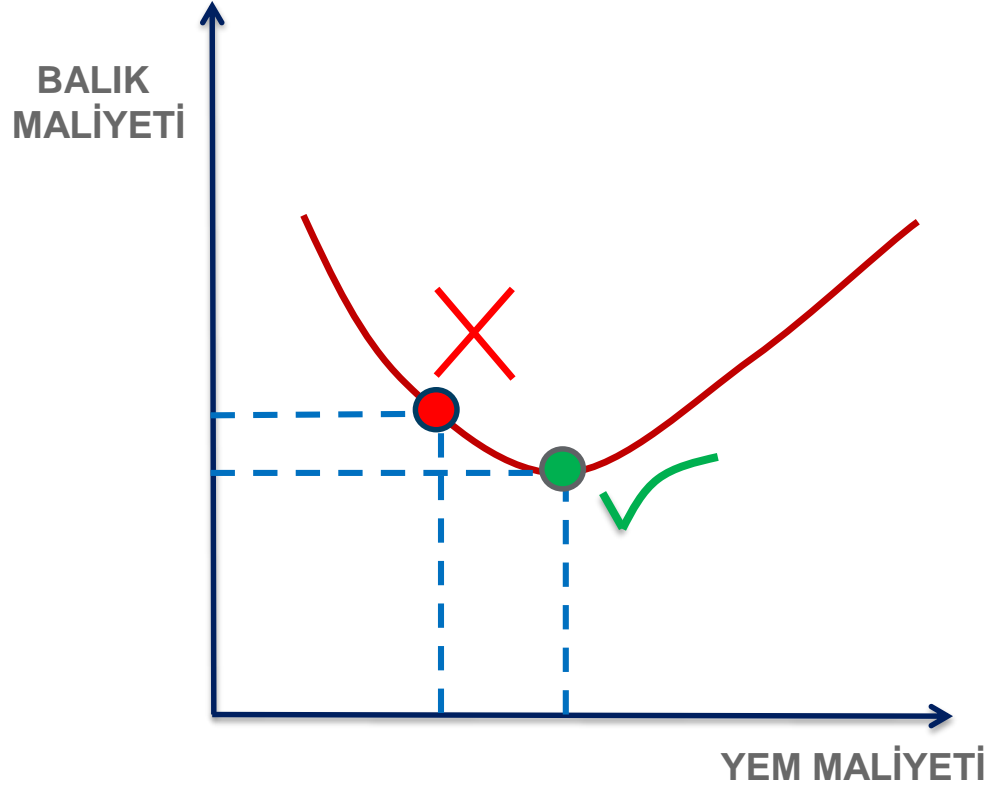
# ÇÖZÜM ????

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**500 MİLYON €**

# YEM ????



# YEM ????

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- Temel hammadde piyasaları
  - Balık unu
  - Balık yağı,
  - Soya
  - ...





# YEM ????

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- Fiyatına göre



- İçeriğine göre



# YEM ?????

- Protein / Yağ



45 / 20

# YEM ????

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- **Sindirilebilir Protein**
- **Sindirilebilir Enerji**



# YEM ????

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- ~~Balık unu yüzdesi~~



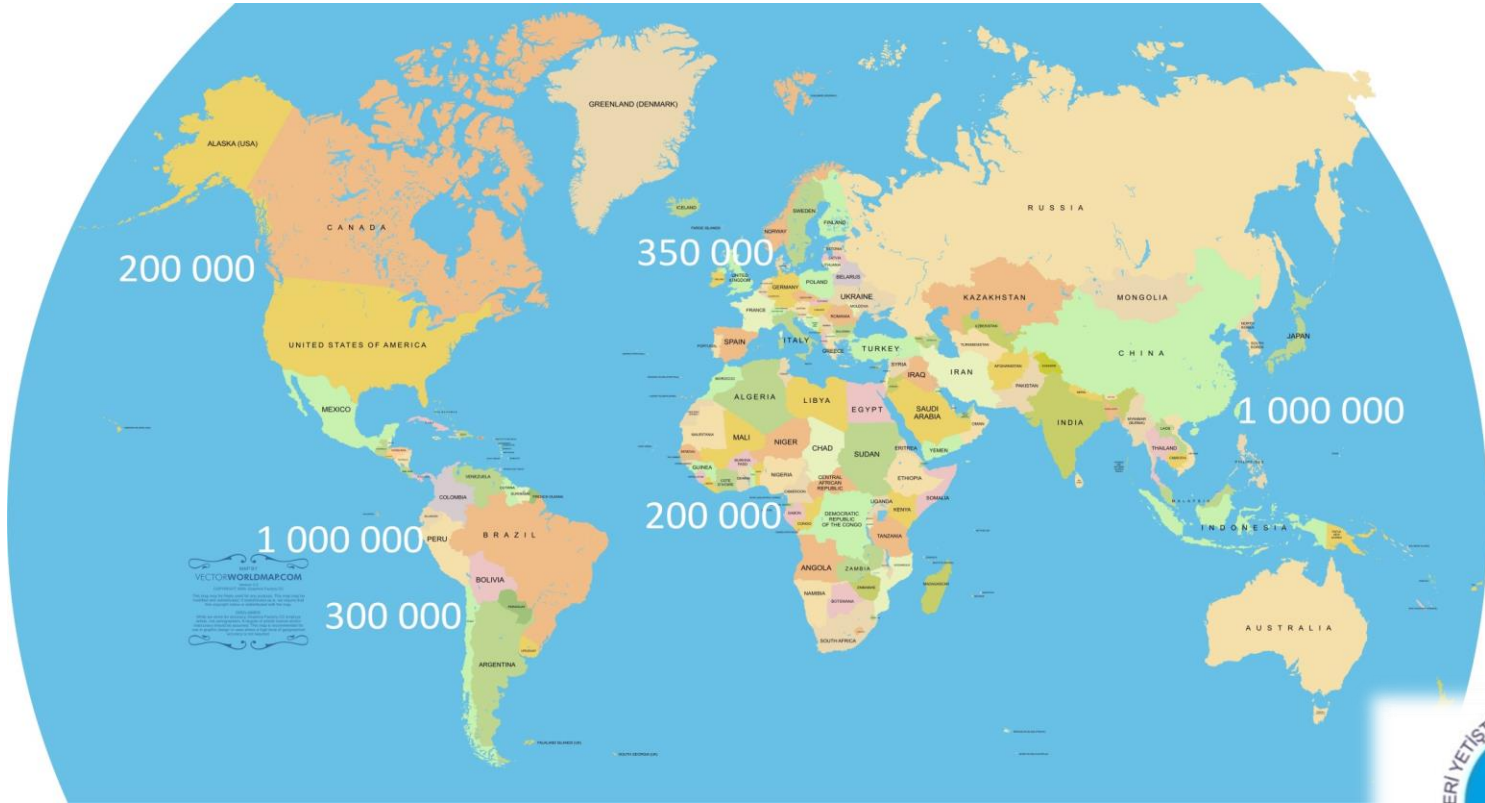
# BALIK UNU



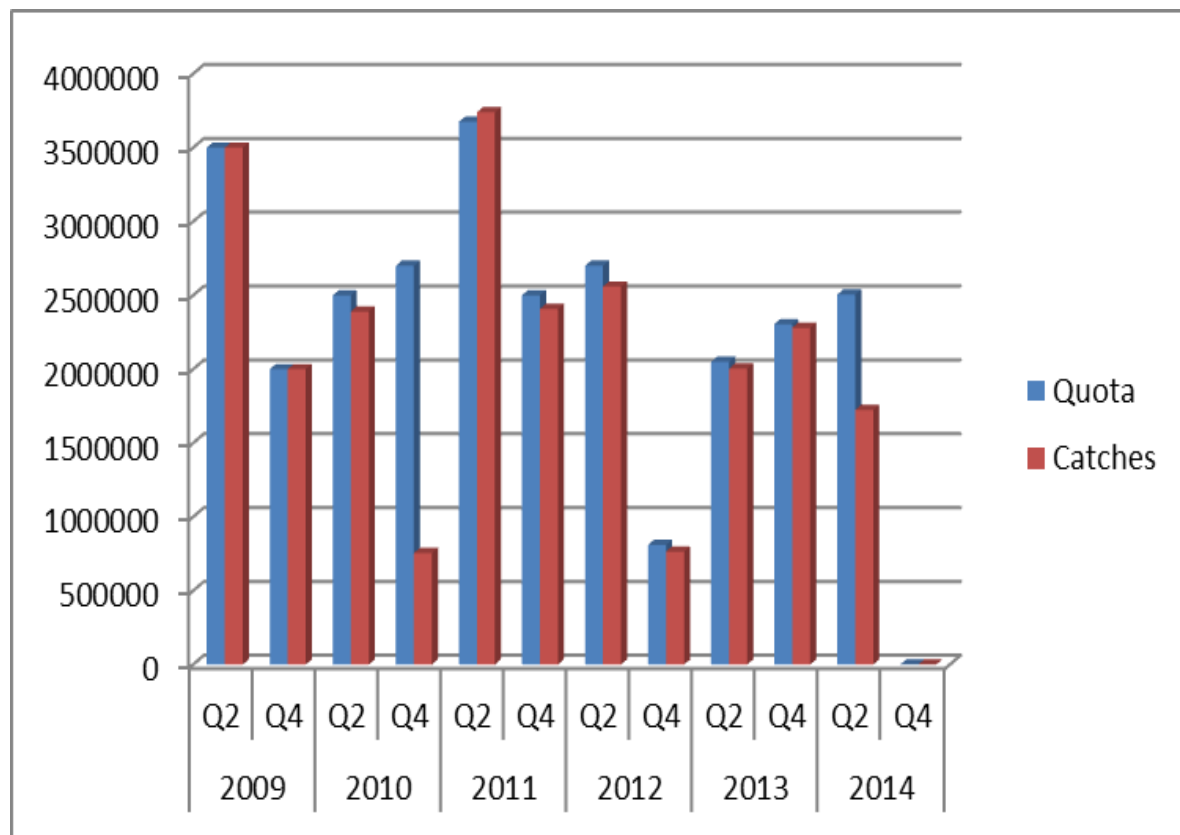
# BALIK UNU



# BALIK UNU



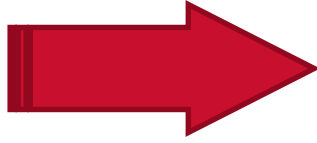
# BALIK UNU





# YEM ????

## FFDR



# YEM ????

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- Balık unu
  - Tazelik?
  - Sindirilebilirlik?
  - Proses şekli?
  - Hangi balıktan üretilmiş?
  - .....



# YEM ????

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- Yemleme ???



# YEM ?????

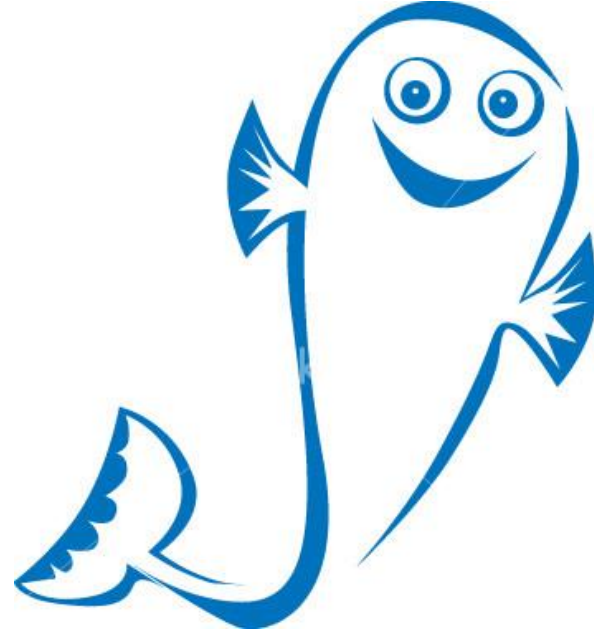
- Enerji deęeri ???



# YEM ????

- Balık sađlığı ve sađlık diyetleri ???





**TEŞEKKÜRLER**

