

Dedication

I dedicate this work to:

My mother,

Brothers,

Sisters,

Friends,

Relatives,

Children's,

And my lovely wife.

Acknowledgments

I am indebted to Allah and Jesus Chris who helped me prepared this research related to fisheries science that is considered as my contribution presented in Sudan fisheries sector.

I would like to thanks my colleagues, teachers; Fauzi Ali, Mohaned Alessawi and Ballula.

I express my deepest gratitude to Dr. Hassan Mohamed Adam supervisor of this research for his assistance in providing references and important information's related to fish marketing in Sudan.

Thanks and appreciations are also extended to all doctors, members of college of graduate studies in college of Veterinary Medicine and animal production, department of wildlife and fisheries, Sudan University.

Abstract

This research was conducted at Sudan university Faculty of Veterinary Medicine and Animal Production Department of Wildlife and Fisheries

It was conducted on the realization of the importance of marketing factor for purposes focusing on fishermen income, processing jobs and income for states residents, and many other benefits.

Data were collected from selected areas in Khartoum and Upper Nile states to know the effect of variable costs and fixed costs on fish production in Sudan. specified areas were Malakal fish market, Malouth fish landing port, Renk fish landing port, Jabel awlia fish landing port, Mourada fish market and Khartoum central market. The sample sizes were (90) persons engaged in fish marketing using different fish products. The ways used for data collection were two questions answered with word affected or not affected, and the two questions were: firstly does the variable costs affected fish marketing in Sudan? Secondly; does the fixed costs affected fish marketing in Sudan? From the answers of respondents the study revealed that 100% of them said the variable costs could affected the marketing and production of fish mean while the fixed costs could affect with (14%) and the rest of respondents (86%) could not affected the fish marketing and production.

Table of Contents

content	page
Dedication	I
Acknowledgment	II
Abstract	III
Table of content	IV
List of table	V
List of Figures	VI
Chapter one	
Introduction	1
Chapter two	
Literature review	5
2.1 Fish marketing practices and structure of markets	8
2.2 Fish marketing channels	11
2.3 Market infrastructure and physical facilities	20
2.4 Fish trader's margins	21
2.5 Fish farmer's access to credit	24
2.6 Variable costs	28
2.6.1 Raw material	28
2.6.2 Direct labour	29
2.6.3 Supervision	30
2.6.4 Utilities	31
2.7 Fixed investment	35
2.7.1 Direct costs	36
2.7.2 Indirect costs	36
Chapter three	
3.1 Material and methods	44
3.2 Study areas	44
3.3 Data collection	44
3.3 Data analysis	45
Chapter Four	
Results	46
Chapter five	
Discussion	52
Chapter Six	
Conclusion & recommendations	54
Chapter seven	
References	

List of tables

Table	page
Table 1:Marketing cost of intermediaries per quintal of fish handling in Mymensingh town	22
Table 2: Marketing margin earned by Beparies and Paiker/retailers	23
Table 3:Institutional and non-institutional credit received by respondents according to different sizes of farms	25
Table 4: Average credit received from institutional and non-institutional sources by respondents according to different sizes of farms	26
Table 5: The typical cost of raw material as a percentage of the total cost of production	27
Table 6: Costs of supervision as a percentage of direct labour	30
Table 7: Costs of packaging as a percentage of the total cost of fishes	35
Table 8: Costs of construction of fish plant	39
Table 9:Numbers of the respondents in selected areas	46
Table 10 Ages of the respondents	46
Table 11 Effect of jobs on fish production and fish marketing	47
Table 12 Effect of fish marketing factor on fish production costs by states	47

List of figures

figure	page
Figure 1: Marketing channel for open-water fish catch	14
Figure 2: Marketing channel at Upazila level market	14
Figure 3: The other important common marketing channel	16
Figure 4: Domestic marketing channel(public sector)	17
Figure 5: Fish marketing channel in Sudan	48
Figure 6: Map of the Sudan	49
Map of the Sudan	50
Tables of questioner	62