

# Profiles of MSMEs/Other Stakeholders

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University of Stirling

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In order to get ready for the coming work packages (mainly WP9), this deliverable necessitated the identification of European stakeholders and MSMEs (micro, small and medium enterprises). The contacts from such companies are required to organise dialogues between European and Asian interest groups, as well as to identify technologies and infrastructure which are in use in Europe and might be of help to the Asian aquaculture industry.

The database of European stakeholders and MSMEs was constructed in two formats: using Microsoft Access and the Institute of Aquaculture online contacts database. The former one was created for personal use by the staff, whereas the latter was put up for the possibility of making the database a part of the SEAT website in the future. The contacts were sourced from business cards collected from conferences, business directories and online directories. Along with the contact details, the companies were tagged with appropriate subject/s, in order to identify what kind of organisation they are (e.g. NGO, government), whether they are stakeholders or MSMEs, what kind of product/service they provide (e.g. processing plant, engineering company) and where did we get the contact details from (e.g. business cards, directory). Once the database was completed, a letter was formulated in which these companies/organisations were asked whether they would be interested in receiving a newsletter about the SEAT project and if they consent to their contact details being displayed on the SEAT website. They were also asked whether they would be interested in participating in the action research phase of the project (WP9). This letter was submitted via email to all the contacts in the database.

Approximately 650 emails were submitted to stakeholders and MSMEs on 19<sup>th</sup> August, of which 600 were delivered to their recipient. To date a number of replies were received, most of which gave positive answers towards all the requests presented in the letter. All but one of the contacts that replied to the email could be tracked down to business cards that were collected by staff members during conferences. In addition, all respondents were academics, government officials and members of NGOs.

In conclusion, this database has the potential to be of great help to this project since it assembles a large number of European companies/organisations which can be easily filtered using a wide range of criteria. However, this exercise has shown that it can be used in different ways to ensure a greater response from commercial companies. To begin with, the email addresses of commercial companies given in business and online directories might not be in use and hence, they can be contacted better through fax, telephone or postal address. Furthermore, it has been shown that contacts that were met and talked to by staff members during conferences were more likely to reply to the letter than contacts that were sourced from directories. Hence, conferences where commercial companies tend to make a strong presence should be taken as an opportunity to introduce the SEAT project and get consent towards the online database, participation in work packages, etc. there and then. These amendments can be put in place as the project commences and will not require a lot of time as long as the framework of the database does not need to change.

## Appendix 1. Letter send to MSMEs by SEAT



Prof. David Little  
SEAT Project Coordinator  
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16<sup>th</sup> August 2010

Dear Sir / Madam,

**Subject: SEAT Newsletter**

In view of your company's interest towards aquaculture trade, please allow me to introduce ourselves. SEAT (Sustainable Ethical Aquaculture Trade) is an EU-funded project, running from 2009 till 2013. The project is mainly co-ordinated by the Institute of Aquaculture (Stirling, UK), in collaboration with international agencies and other partners from Europe and Asia. The main objective of SEAT is to enhance aquaculture trade between Asia and Europe in an ethical and sustainable manner. Research is based in Bangladesh, China, Vietnam and Thailand, with special interest in the culture of tilapia, shrimp, prawn and catfish. Bearing in mind our main objective, a key output of the project is an Ethical Aquaculture Food Index (EAFI), which will encapsulate the various aspects of the sustainability of aquaculture systems. We plan to develop this in consultancy with stakeholders throughout the seafood value chain. This would entail research into a variety of aspects of aquaculture, including environmental impact, life cycle analysis, social justice and ethics, food safety and governance. For more information about SEAT, please feel free to visit our website [www.seatglobal.eu](http://www.seatglobal.eu).

Since we are quickly approaching the end of the first year, we have been devising plans for the coming year. These plans include publishing a newsletter about the project and setting up a database of all interest groups concerned on our website. The newsletter will most likely be issued 3-4 times a year and it would include interesting and up-to-date information regarding the development of aquaculture in Asia and progress in the SEAT project outcomes. We would like to know whether you are interested in receiving this electronic newsletter for free.

We would also like to know whether we can include your company details on the database. This might be an excellent opportunity for your company to broadcast your services/products to a wide array of European and Asian parties.

Furthermore, you might be eligible in participating in future work packages organised by SEAT. This would involve discussions with other European and Asian companies addressing specific sustainability issues, as well as action research to investigate where European expertise and technology can improve the sustainability of the aquaculture industry.

While thanking you for your time and consideration, we are looking forward to hear back from you.

Yours sincerely,

For and on behalf of the SEAT project team



## Appendix 2. MSME categories for database

SME	Commercial companies employing <200 people
Stakeholder	Large, multinational companies; Consultants; Research Institutes, and other interest groups
Aquaculture Producers	Hatcheries and fish farms
Retailer	Supermarkets or owners of big brands of processed seafood
Export	Companies that export all or a large fraction of their produce
Publishers	
Conference Organiser	
Anaerobic Digestion	
Social Enterprise	NGO/Government Agencies that work to give improve people's livelihoods
Charity/NPO	Non-profit organisations
Environment Protection	Work to conserve and protect the environment, NGOs or Government
Research Institute	Universities or private research companies
Feed Production	Producers of fish feed
Farmers' Association	Represents fish farmers and protects their interests
Traceability	Assign labels to seafood to show sustainability with respect to environment or livelihoods
Insurance	
Consultancy/Auditing	
Enterprise Support	Companies and agencies that work in order to promoted development of the aquaculture/agriculture industry
Government	
Academic	University and university staff
Vaccine Production	
Pharmaceutical	Companies that supply medicines, vaccines to aquaculture industry
Fish Health	Veterinary consultants
NGO	
Fish Processor	Processing/packaging of seafood; also includes producers of seasoning and food additives
Fishermen Company	Catching of aquatic animals from the wild environment, includes owners of trawlers and large fishing fleets
Boating	Suppliers of marine vehicles
Aquaculture Engineering	Consultants on engineering aspects of aquaculture or suppliers of infrastructure for the industry, e.g. cages, pumps etc.
Pangasius	
Tilapia	
Shrimp	
Prawn	
Positive reply	
Negative reply	
No reply	Response to contact from SEAT

### Appendix 3. Contact who received SEAT mailing

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