



ANNEX 3

BLUE_BOOST

BOOSTing the innovation potential of the triple helix of Adriatic-Ionian traditional and emerging BLUE growth sectors clusters through an open source/knowledge sharing and community based approach

Cross-Field Visit

Thessaloniki, Nea
Michaniona, June 6th 2019
Venue: Thessaloniki Chamber of
Commerce & Industry, 29 Tsimiski St.
54624 Thessaloniki

AGENDA

Thessaloniki, Kymina, Nea Michaniona - Thursday, June 6th 2019

Cross-field visit	
08.30	Departure from the centre of Thessaloniki to DARMOUSLIS LTD company's premises in Kymina
09.00	Visit of DARMOUSLIS LTD "Frutti di mare" company's premises
10.00	Departure from Kymina to DIOPAS SA company's premises in Nea Michaniona
11.00	Visit of DIOPAS SA company's premises (3 rounds of visit according to the number of participants)
13.00	Visit of the Thessaloniki fish wharve in Nea Michaniona
14.00	Visit of the Nea Michaniona fishing harbour guided by Fishing Association "Thermaikos"
14.30	Lunch
17.00	Visit of traditional fishing methods' & mussels cultivation sites by Fishing Association "Thermaikos"
17.30	End of visit – departure to Thessaloniki

DESCRIPTION OF THE STRUCTURES TO BE VISITED	POTENTIAL BENEFITS FROM THE VISIT
<p>DARMOUSLIS LTD « FRUTTI DI MARE » https://darmouslis.gr Frutti Di Mare: Product Trading and Transportation of Mussels FACILITIES The mussel farm is situated in the estuary of the rivers Axios – Loudias – Aliakmonas in the wetlands of Thermaikos Gulf, which are protected by the international RAMSAR Convention. Mussels are cultivated through the establishment of pole and long-line cultures at the river mouths, where the river water flows into the sea, resulting in the production of prime quality mussels, as established by international ichthyology, veterinary and chemistry conferences. The company's annual production currently amounts to 4,000 tonnes and it has the capacity to significantly increase its production and exports to Europe. TRANSPORTATION The mussel production facility possesses all the specialised equipment required for processing and shipping mussels, including houses for workers and harvesting boats, and it is staffed by permanent personnel with expertise in the field. Refrigerated trucks are used for shipping the products, which are either strung together on pallets or packed individually in sacks of different sizes depending on the purchaser's order. All refrigerated trucks used for shipping the products are accompanied by export health certificates, which are issued by the competent veterinary authority and certify that the product is suitable for export.</p>	<ul style="list-style-type: none"> • Sharing of knowledge on mussels cultivation current situation in Central Macedonia • Transferring of marketing and commercialization strategies/ partnerships for selling mussels to Europe • Exchange of knowledge on Mussels Trading and Transportation • Sharing of best practices for properly mussels packaging

DIOPAS S.A.

<https://www.diopas.com/index.php>

DIOPAS SA is a specialized company in terms of the net and his creations. Specifically, manufactures and sells fish nets, fishing nets, nets for sporting fields, playgrounds nets, shading nets and any special construction based on the net. The nets used are of excellent quality as well as High quality is the materials used on these (ropes, yarn, etc.).

FACILITIES

DIOPAS S.A has contemporary facilities of 8,500 sqm area which allow the regulated production and delivery of goods. It has separate areas for each sector of production and machinery with high standards. DIOPAS S.A sells its products throughout Greece and abroad and provides a comprehensive and personalized service.

History

By early 1960 the nets used in Greece were cotton yarn, resulting in great inconvenience to the fishermen which they had to wash and dry their nets every day after the fishing because otherwise it rotted. With the invention of nylon, the Japanese built nets of nylon so that fishermen no longer need to wash and dry their nets every day after fishing. In this way created the need for the introduction of nylon nets at first from Japan.

Ioakim Diamantidis – father of the current owners company-had nicknamed diopas. The nickname given (according to the habits of the time) due to the level that had been in the navy (diopas) then began to deal with import fishing nets and resale to fishermen in Michaniona area and environs.

After the death of Ioakim Diamantidis 1982 their children continued selling fishing nets and created a new company called DIOPAS S.A.

The company step by step grew and then started manufacture nets for fishing. In 1993 DIOPAS S.A. after the start of the fish farming in Greece (at the end of the 1980s) began manufacturing net cages for fish farming. Alongside started and impregnation of nets with Antifouling and other materials.

Expanding its activities in early 2000 the company was also involved in the construction of protection nets, shading nets etc

Until 2013 the company purchased the nets in rolls and either sold as pieces either processed and then offered as final products to fishermen to fish farmers etc.

In 2014, after the advent of the new generation to the company DIOPAS S.A. realizing the necessary investments proceeded to vertical integration of its production buying yarn and after appropriate process longer manufactures nets as pieces or rolls in any dimension.

DIOPAS S.A. manufactures nets with knot and without knot. Here it must be emphasized that it is the first time made nets with knot in Greece.

DIOPAS S.A. participates in several research programs that occasionally shall be designed to promote fisheries and aquaculture in Greece.



- Sharing of experience inside the “control room” from the production procedures
- Transferring of marketing and commercialization strategies/ partnerships for selling products to many countries worldwide
- Getting acquainted with differentiation strategies for adapting the product to different customer needs
- Sharing of best practices for the development of nets for fishing and nets for fish farming
- Getting acquainted with strategies for introducing a product to different markets (nets for sport, nets for playgrounds)

<p>After relevant program participated DIOPAS S.A. built with the help of special software and using the appropriate output nets of the new trawl which reduces fuel consumption 20%.</p> <p>The company's headquarters and production sites are situated in the industrial area of Michaniona housed in facilities owned area of 8500 m2 building.</p>	
<p>Thessaloniki Fishing Wharve, Nea Michaniona, Central Markets and Fishery Organizations S.A. https://www.okaa.gr/en/organization/our-facilities/fish-wharves/</p> <p>ORGANIZATION'S HISTORY</p> <p>Central Market and Fishery Organizations (CMFO SA), was founded in 1955 under the name "Athens Central Fruits and Vegetables Market". In 1970 meat wholesalers were transported to CMFO SA and in 1989 the Organization renamed "Central Market of Athens". In 1998 converted in SA by the name "Central Market of Athens SA" and in 2004 the modernization of its facilities begun. In 2011, after ETANAL merging, it converted the 11 fish wharves of the country into branches. In 2014 Patras Central Market was assimilated in the organization. Moreover, in 2012, "Consumer's Market a unique retail market was created in order to accomplish consumers' needs. Today, CMFO is a company whose only shareholders is the Ministry of Finance and is supervised by the Ministry of Ministry of Development and Ministry of Rural Development and Food.</p> <p>FACILITIES</p> <p>The Central Markets & Fishery Organisation SA (CMFO SA) consists of two Central Markets and 11 fish wharves across the country.</p> <p>FISH WHARVES</p> <p>The 11 local branches - fish wharves of CMFO throughout Greece, ensure the toil and effort of the Greek fisherman, supplying fresh and quality fish across the country.</p> <p>At the same time they stimulate the local economy of each region through commercial activity developed both inside and around them, supported by added-value services such as packing centers, increasing the value of the raw material for the benefit of the producer and the trader, and facilitate the export process through facilities certified by the competent authorities of the EU.</p> <p>Thessaloniki's Fishing Wharve is the most important Fishing Wharve of Northern Greece.</p> <p>Thessaloniki's Fishing Wharve Statistics:</p> <p>2017 Boxes of fishes traded:4.616.678, Fishes traded (kg): 28.556.869,2</p> <p>2018 Boxes of fishes traded: 4.747.930 Fishes traded (kg): 28.897.089,4</p>	<ul style="list-style-type: none"> • Sharing of knowledge on fisheries current situation in Central Macedonia and Northern Greece • Sharing of experience on how fish is traded into fish wharves • Understanding of the business and commercial structure of local/regional fisheries - aquaculture ecosystem

Fishing Association “Thermaikos”

The Thermaikos’ Municipality Fishing Association “Thermaikos” was founded in 2012 and is located in Nea Michaniona.

The association’ members are more than 200 fishers from all the territory of the Municipality of Thermaikos, on the eastern coast of Thermaikos gulf, where is situated also Nea Michaniona, most important fishing harbour of Northern Greece, but other fishing harbours as well. The members of “Thermaikos” association include fishermen who make use of all existing means of coastal fishing, including traditional fishing methods, as well as mussels’ cultivators.



- Exchange of knowledge on traditional fishing techniques and tools.
- Exchange of knowledge how many members to the fishing association collaborate
- Sharing of best practices of a community - based and collaborative approach in fisheries sector