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GROBEST TIMES

HOW TO MAKE \$1 MILLION PER MONTH FROM AQUACULTURE.



WE WILL TELL YOU HOW INSIDE

CORAL TROUT.

The “Holly Grail” of Aquaculture!!

A fish farmer on the Indonesian Island of Bali is making US\$1.5 million dollars every 6-8 weeks producing coral trout fingerlings.

On a recent farm tour of Bali, Andrew and Darren Bray of *Grobest* and Dale Cockerton of *Queensland Native fish Hatchery* visited a hatchery producing between 400 000 and 600 000 fingerlings every 6-8 weeks and selling them for US\$2.50 each! This is by no means a first for the Indonesians, but becoming more and more common. The irony is the Indonesians call the Coral trout the “*Common Grouper*”!

In June of 2006, Andrew Bray and Rodney Evan of Primo Aquaculture were invited to view what was claimed to be the worlds first “Coral Trout” hatchery on the Indonesian island of Sumatra.

Situated on a pristine beach with access to unlimited clean salt water, the hatchery also produced Vannamei prawns, barramundi cod, estuary cod, flowery cod and barramundi.

Being one of the first Westerners to visit the farm both Andrew and Rod were eager to learn as much as they could on this aquaculture breakthrough. Although the owner was keen to show off his success, he was just as eager to keep many of his secrets to himself.

At the time the hatchery was producing approximately 30 000 fingerlings per month and selling them to the many fish farms on the main Island of Java for US\$1.50 each. After his initial success most repeat sales quickly diminished because the farmers found as the fish grew larger they were all losing their colour and turning black. This had an immediate affect on the sale price so most farmers went back to barramundi cod and the hatchery in Sumatra stopped producing the coral trout.

Two years on in Bali the production is now more than 10 time that of the farm in Sumatra, the price is US\$1.00 per fingerling higher and the colouring problem has been rectified.→



Coral trout fingerlings in Sumatra, 2006



Darren, with Hatchery owner and Mr Sam in Bali

“...the Holly Grail” cont.

After some trial and error the Balinese farm owner Mr Sue, found the prawn ponds were too shallow for the coral trouts liking, so as the fish got larger they also got darker until they were nearly black. He found that this could be overcome by placing the fish into deeper water, 5 meters was preferable, which would insure the fish maintained it's vibrant colour.

Up to ten female broodstock are placed in large 60+ ton outdoor tanks and fed on trash fish to condition them for spawning. When Mr Sue knows the females are ready he will place 2-3 male trout in with them overnight and then lets nature take its course. There is no injecting, no stripping, no hormones.

Normally only 2 of the 10 females will spawn on any given night. A large, **locked** skimmer box is opened at the top of the tank to collect the fertilized eggs which are then placed into larval rearing tanks. (A full bag of larva was recently stolen from a skimmer box, potentially worth hundreds of thousands of dollars.) A 30% survival is considered good, and is achieved regularly.

The 5 hectare farm also produces milk fish , barramundi, barramundi cod and tiger grouper (flowery cod) Mr. Sue also has a large export business into the USA sending thousands of clown fish (Amphiprion Ocellaris) commonly know as *Nemo* which he breeds, and also the lesser known tomato clown (Amphiprion Frenatus). Mr Sue also produces and harvests 8 ton of Vannamei prawns out of a 1/4 hectare concrete pond.



Security wall topped with broken glass surrounds the 5 hectare farm.

*20,000
“Common Grouper” in a fingerling tank on a farm in Bali.*



The Famous Kuta beach, Bali.

Grobest's International Farm Tour BALI 2008

In early June Andrew and Darren from *Grobest* along with Dale Cockerton from *Queensland Native Fish Hatchery (Childers)* took off from the Brisbane International airport for a 7 day aqua cultural tour of Bali. Grobest Indonesia had organized with a number of their customers an insiders look at some hatcheries and grow out facilities on the north east coast. There are literally 1000's of hatcheries in the Mejangnan area so time between farms was counted in minutes.

The diversity of aquaculture in Bali is immense. It appears for every species cultured in Australia the Indonesians have ten. By far the biggest is of course the Vannamei prawn but new species such as Coral trout seem to break new ground frequently. The most frequently visited commercial hatchery by westerners in Bali is the government research facility at Gondol. Species such as barramundi cod, giant wrasse, gold spot and flowery cod were all →



...developed at the research centre. Scientists from Australia's department of fisheries often are sent to Gondol for hatchery workshops on these same species in an effort to learn the breeding techniques and hopefully duplicate them back home. Northern fisheries in Cairns have already mastered the gold spot and flowery cod which are now available to farms in Qld and have recently had success with the Coral trout!. Dr. Shannon McBride (formerly) of Good Fortune Bay also visited Gondol when working for Northern Fisheries, and was the first in Australia to successfully breed the Barramundi Cod.

All farms visited during the week had a variety of species being cultured, never only one. "Don't place all your eggs in one basket" seemed a common view with most starting out with the easier fish such as milk fish and barramundi before graduating to the more highly prized grouper. A lot of information and ideas were shared openly with the Aussie trio and all gained valuable knowledge and insight into some of their techniques.

The idea behind the international farm tours is to show some of *Grobest's* valuable customers a glimpse of what is being done outside of their own country and hopefully come back with a greater understanding and appreciation of aquaculture abroad.

The feedback *Grobest* received from Dale Cockerton was encouraging and talk of another farm tour in 2009 has already started.



GROBEST INVEST MILLIONS INTO THE FUTURE OF FEED

Grobest are about to invest more than US\$3 million dollars in a processing plant in Bali, which will produce fish meal in a far more efficient method than currently used.

Fishmeal is basically made by cooking, pressing, drying and grinding fish. There are several processing methods to produce good quality fishmeal, but the basic principle involves separation of the solids from the oil and water. During cooking, the fish move through a long, steam-jacketed, screw conveyor cylinder, that coagulates the tissue proteins, and also sterilizes the product. Once cooked, the fish is pressed removing the oil, water and soluble protein called "liquor" leaving a solid residue called "press cake". After the oil and suspended solids are removed from the liquor, the remaining liquid is referred to as "stick water". This is a valuable product containing minerals, vitamins, some residual oil, and as much as 20% soluble and suspended proteins. The stick water is heated and reduced to a consistency of thick syrup containing from 30% to 50% solids. This can be added back to the press cake and dried with it. Drying requires a steam-jacketed cylinder or a cylinder containing steam-heated discs to tumble the meal. Once the fishmeal is dried it is ground, screened to the correct particle size, and packed.

It is in the pressing and drying part of the manufacture of fishmeal where Grobest's new processing plant will differ. It takes approximately 4-5 tons of fish to produce 1 ton of fish meal. A lot of valuable proteins are lost in the production of the meal as the "stickwater" makes up about 65% of the raw material. The new method will see a moist, not dry product leave the Bali factory and be transported back to the Jakarta feed mill to make our fish and prawn feeds.

This means less fish are required to produce each ton of fish meal while a higher quality fish feed ingredient is the favorable outcome.

BIGGER **IS BETTER**

After nearly a year experimenting with bag types, shapes and sizes, Grobest have introduced a new 20kg poly style, plastic lined bag. This will replace the current 15kg brown carded bag used by Grobest in all barramundi sizes including the nursery 1.5mm NE1 and the 2mm NE2.

These are available immediately as new stock arrives.



What's in a name?

The Australian Fish Names Standard AS SSA 5300-2007 defines one standard fish name per species which are either produced or traded in Australia.

On Friday the 27th of June the Sydney Fish Markets and its eight retailers were the first to launch the new scheme which hopes to end the confusion and reduced consumer confidence in purchasing seafood.

The scheme allows seafood businesses to promote they use correctly labeled fish names on their products by displaying the "Approved Fish Names" logo.

Retailers can purchase a license for \$300.00 per year (for a single premises) which entitles them to display the logo at their premises, on vehicles and vessels operated by the business, products sold within the shop and on all promotional material and stationary.

Some examples of changes are; the Sand Crab is now the Blue Swimmer Crab, Yellow-Belly is now Golden Perch, Jewfish is now Mulloway and the Sea Perch is now known as the Tropical snapper.

You can find all this information at www.fishnames.com.au

Barramundi

CAAB Code: 37 310006

Standard Fish Name:
Barramundi

Scientific Name: *Lates calcarifer*

Authority: Bloch, 1790

Family: [Latidae](#)

AQIS Code: BAR

Obsolete Names: barra; giant perch; palmer; silver barramundi



FREECALL GROBEST ON 1800 005 434

New Prawn Feed

This season sees *GROBEST* release a new pellet size in our prawn feed range. After listening to the needs and wants of customers, we have passed on this information to our mill which in turn have come back with the new T2a micro pellet.

This micro pellet will replace the T2 0.6-1.4mm crumble. The approximate size is 0.8 x 1.4mm and comes in a 25kg bag. The old T2 was offered only in a 10kg bag.

This size is available now for orders!!



Grobtest's old 0.6-1.4mm T2



The new T2a micro pellet

The industry leader in supplying the highest quality grade aquatic feed in Australia since 1974

SALMON

BARRAMUNDI

GROBEST AUSTRALIA

GROUPER

TIGER PRAWNS

MURRAY COD

SILVER PERCH

Grobtest Australia servicing: Australia, New Zealand and the Pacific Region