

A fish farmer's perspective on feed formulation and performance

Jamie Smith
Technical Executive
SSPO

Scottish Salmon Producers' Organisation



- Scotland produced 135,000 Tonnes of farmed Atlantic salmon in 2009
- Estimated production of 131,000 Tonnes in 2010
- SSPO represents 95% of salmon produced in Scotland.
- Farm Gate value of £350M
- Global Retail value of Scottish Farmed Salmon: £1 Billion

What does the farmer want?

- To produce a specific quality and quantity of product to a set standard throughout the year.
- To produce a healthy, tasty and nutritious (omega 3) rich fish which represents good value for money to the consumer.
- To produce a product which gives a reasonable rate of return on a sustainable, long-term basis.

Feed Performance

- Underlying requirements:
 - Appropriate nutritional requirements for the growth, health and welfare of stock
- Cost
 - Feed is approx 45% cost of production
 - Feed Conversion Rate
 - Time
 - Feed needs to be appropriate for the standard of the finished product required

Feed Formulation

- Restrictions on raw materials available
- Sustainability
 - certification of fisheries (MSC & IFFO)
 - use of trimmings meal
- Substitution
 - Plant Protein
 - Plant Oil
- Customer requirements
 - Label Rouge
 - Retailer specific diets

Conclusions

- Sustainability
 - Retailers leading on sustainability
 - Sustainability being pushed up the agenda
- Substitution
 - Restrictions
 - Other impacts
- Costs
- Market demands