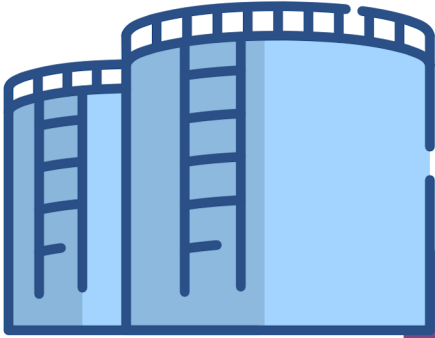


Fouling Doctors

Harvest 2022-23



The Fouling Doctors aims to develop and provide automated cleaning devices for large onshore and offshore farms.



A recent employee of the University of Queensland (UQ), Dr Tim Hulsen holds a PhD in Environmental Biotechnology and through his research has developed a device that automatically cleans biofilm from large, submerged surfaces at variable frequencies. The primary use is aquaria and nets, cages or tanks of large onshore and offshore aquaculture operations to save on maintenance costs.

Tim founded 'Fouling Doctors' to pursue his start-up full-time.

FOULING DOCTORS' HARVEST JOURNEY



Over the course of the Harvest Program, Tim identified an opportunity to increase awareness of Fouling Doctors through social media and concisely enunciate the problem Fouling Doctors solves and the value of its services to end-users.

Tim embraced these opportunities and surged ahead during Harvest. He ran trials with CSIRO, and is establishing multiple paid trials with CSIRO, the South Australian Research and Development Institute (SARDI) and others. He's documenting these demonstrations and developing case studies and marketing material to secure additional paying clients.

Big learnings from the program were various communication, marketing and sales channels that are now helping Fouling Doctors gain traction, and novel business development models (including paid trials, purchase of technology, renting to buy, and renting for a period) that are helping Fouling Doctors to generate revenue while iteratively improving their service offering.



"I would like to thank the dedicated and committed Farmers2Founders team for the great learning experience! Thanks for guiding me on this journey, your belief in my vision, and your unwavering support. I look forward to continuing our partnership and creating a lasting impact in the aquaculture industry."



WHAT'S NEXT?

Fouling Doctors are now focused on finalising and documenting paid trials, refining the business model in response to what is learnt from the trials, and raising awareness about Fouling Doctors on the international stage, including potentially at the World Aquaculture Conference.

Following this, the aim is to increase production of cleaning units and sell to full paying clients in the aquaculture, large aquarium, and zoo sectors.

Tim participated in UQs Uniquest and is the owner of his IP as the university chose not to pursue it within their available timeframe.

Fouling Doctors' trials have proven that they have an automated, dedicated cleaning solution where none previously existed (surfaces a currently cleaned manually). The Fouling Doctors solution saves time and money, freeing up personnel for more important tasks. It's easy to install, easy to clean, and requires no training. Secondary benefits to businesses are reductions in water pollution and oxygen consumption.

About Farmers2Founders

We help build agrifood tech and innovation solutions that deliver commercial benefit and industry impact across agrifood, fibre, fisheries & aquaculture. By supporting more producers to collaborate with agrifood tech developers and innovators to fast-track the development, commercialisation and uptake of agrifood solutions.

