

AN INITIATIVE OF

Making More From Sheep



Australian Wool
Innovation Limited



It's ewe time!

- ✓ Tailor management to seasonal conditions
- ✓ Prepare and plan for the year ahead
- ✓ Maximise your returns in the market place



NORTHERN VICTORIA AND SOUTHERN NSW, 2019

Birchip Community Leisure Centre – Tuesday 26 February

Deniliquin RSL Club – Wednesday 27 February

Benalla Town Hall – Thursday 28 February

It's ewe time! Forums

PROGRAM

TIME	TOPIC	SPEAKER
8:30	Registration	
9:00	Introduction and Sheepmeat & Wool Outlook	Alana McEwan Meat & Livestock Australia Brisbane QLD
9:20	Maximising Ewe Performance	Hamish Dickson AgriPartner Consulting Clare, SA
9:55	Winning with Weaners	Rob Inglis Elders Wagga Wagga NSW
10:30	Making Money from Measuring	Ben Swain BCS Agribusiness Gunnedah, NSW
11:05	MORNING TEA	
11:30	Sheep Health is Your Wealth	Helen McGregor Redefining Agriculture Melbourne Vic
12:05	Dry Times Decision Making	Hilary Beech Holmes Sackett Wagga Wagga NSW
12:40	Closing Comments	Alana McEwan
12:50	LUNCH	
1:50	FINISH	

THESE IT'S EWE TIME! FORUMS ARE BROUGHT TO YOU BY:



Market Situation

Wool Market

- The Eastern Market Indicator (EMI, Australia's primary wool market indicator) has been on a steady upward trend for the past five years.
- The EMI broke historic price levels in late 2018, peaking at 2116 c/kg in mid-August, and closing at 1862 c/kg at the end of the year. The EMI closed at 1968 c/kg on 15 February 2019.
- Australia produced over 360 million kg of wool in 2017/18 and has produced 188 million kg to January 2019.
- NSW is Australia's foremost wool production state, accounting for over a third of the total clip (over 130 million kg in 2017/18). If NSW was a country, it would be the second largest producer in the world, behind China.
- Comparing the 2016/17 and 2017/18 seasons, the NSW wool clip was marginally finer whilst slightly more wool was produced.
- In the 2017/18 season, 65% (over 85 million kg) of NSW wool was below 20.5 micron.
- Victoria is Australia's second-largest wool-producing state, producing 84 million kg in 2017/18. If Victoria was a country, it would be the fourth largest producer in the world, behind China, NSW and New Zealand.
- Comparing the 2016/17 and 2017/18 seasons, the Victorian wool clip was marginally broader production increased by more than 15%.
- In the 2017/18 season, 52% (over 43 million kg) of Victorian wool was below 20.5 micron.
- Continuing dry conditions in a number of Australia's key wool production areas is starting to have a noticeable impact on wool production, strength and style, with dust penetration impacting a number of wools on the market.
- The recent foot-and-mouth disease outbreak in South Africa is causing a level of concern for the trade, with China suspending South African wool imports – including those currently in-transit. While this may create a short-term price benefit for Australian woolgrowers, it also produces price volatility & risk throughout the supply chain.
- The overall sentiment in China remains very positive. All Merino wool has been under buying pressure throughout the season but has now possibly entered a period of price sensitivity.
- The ability of Chinese, European and other garment manufacturers to pass on recent price increases seen at local auctions is now required to sustain the current levels (or somewhere close to it). Owing to the rapidity of recent price rises, most manufacturers will have exhausted their cheaper average price purchased at the beginning of the rise. Manufacturers' buying levels for the year have averaged around 1750c, and there will be reliance on passing on the increase to sustain current pricing levels.

AWI releases a range of market intelligence information to assist growers in understanding market forces, including weekly and monthly reports, wool production forecasts and text messages. This information is available to view at wool.com/marketintelligence, and you can also sign up to have the reports emailed and messaged directly to you.

Notes

Session 2: Winning With Weaners

Take home messages

- 1. Monitor weaner health and growth rates to maximise survival
- 2. Know stock feed requirements throughout the year. Use fodder budgeting to match supply and demand.
- 3. Use sown feed options and supplementation to fill feed gaps post weaning
- 4. Consider use of containment areas when paddock feed is limited
- 5. Always do the sums on any feeding decisions

Best practice indicators

- Prepare lambs for weaning by imprint feeding
- Use best weaning practice according to seasonal conditions
- Weigh stock regularly and have target growth rates
- Conduct feed budgets to plan feed requirements. Match feed supply to animal demand
- Alternative feeding strategies such as containment feeding are implemented when necessary
- Select sires with superior ASBVs for early growth, eye muscle depth and fat cover

Notes

Session 3: Making Money from Measuring

Take home messages

- 1. Know your key profit drivers, benchmark your enterprise
- 2. Have clear enterprise production goals to guide management strategies
- 3. Make culling decisions based on measured as well as visual animal performance
- 4. Individual animal management can increase flock productivity and need not be complex
- 5. Use a combination of visual and measured traits when selecting sires

Best practice indicators

- SMART goals have been defined and drive the management strategy for enterprise improvement
- Cost of production is known and the business is benchmarked to identify areas for improvement
- A plan has been developed to clearly define how individual animal management and associated technology will be cost effectively implemented in the business

Notes

Session 4: Sheep Health is Your Wealth

Take home messages

1. Have an animal health strategy appropriate for your business. Manage health and welfare proactively not reactively and plan for success.
2. Strive for an exceptional standard of animal health and welfare - review your plans seasonally and well ahead of time.
3. Common diseases occur commonly - be familiar with signs of common and exotic diseases and what action to take.
4. Monitor changes in animal health and productivity and manage based on these findings.
5. Know your drug and chemical resistance status - measure to monitor to manage.
6. Understand animal health costs and the contribution to your cost of production.
7. Have a written biosecurity plan. Use it without exceptions and review it regularly.

Best practice indicators

- Monitor productivity and health in adult sheep by strategic condition scoring. Feed budget based on this information and seasonal predictions
- Use ASBVs to select for a high level of disease resistance
- Routinely monitor for common and costly conditions such as worms, lice and brucellosis and treat when necessary
- Test drugs and chemicals to check their efficacy - including drench testing every 3-5 years.
- Maintain control of transmissible diseases such as lice – implement your biosecurity plan
- Know the health risk of introduced stock including drench resistance status, vaccination status, lice, brucellosis and footrot status.
- Know when to seek advice!

Notes
