





SOUTH AUSTRALIA, 2019

Sir Hubert Wilkins Memorial Centre, Jamestown SA – Tuesday, 26 March
Karoonda Football Club, Karoonda SA – Wednesday, 27 March
Naracoorte Town Hall, Naracoorte SA – Thursday, 28 March

It's ewe time! Forums PROGRAM

TIME	TOPIC	SPEAKER
8.30	Registration	
9.00	Introduction and Sheepmeat & Wool Outlook	Nigel Gosse AWI
9.20	Maximising Ewe Performance	Helen McGregor Redefining Agriculture Melbourne Vic
9.55	Winning With Weaners	Daniel Schuppan Landmark Jamestown SA
10.30	Sheep Health is Your Wealth	Colin Trengove University of Adelaide Roseworthy SA
11.05	MORNING TEA	
11.30	The Effect of Mulesing Status & Staple Length on Price (Jamestown & Karoonda).	Geoff Lindon AWI Wagga Wagga NSW
11.30	Objective Carcase Measurement & Feedback (Naracoorte)	Richard Apps MLA Armidale NSW
12.05	Dry Times Decision Making (Jamestown & Karoonda)	Hilary Beech Holmes Sackett Wagga Wagga NSW
12.05	Capitalising on Positive Price Cycles (Naracoorte)	Simon Vogt Rural Directions Clare SA
12.40	Closing comments	Nigel Gosse AWI
12.50	LUNCH	

THESE IT'S EWETIME! 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 1979 c/kg on 15 March 2019.
- Australia produced over 360 million kg of wool in 2017/18 and has produced 188 million kg to February 2019.
- South Australia is Australia's fourth largest wool-producing state, accounting for over 51 million kg in 2017/18.
- If South Australia was a country, it would be the sixth largest producer in the world, behind China, NSW, New Zealand, Victoria and WA.
- Comparing the 2016/17 and 2017/18 seasons, the SA wool clip was finer whilst slightly less wool was produced.
- In the 2017/18 season, 79% (over 40 million kg) of SA wool was below 22.5 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 www.wwool.com/marketintelligence, and you can also sign up to have the reports emailed and messaged directly to you.

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Sheep and lamb market

- The poor conditions that marred 2018 will have a significant impact on sheepmeat supply in 2019.
- Australian lamb slaughter is forecast to be 21.2 million head in 2019 down 7% year-on-year with sheep slaughter to reach 8 million head.
- Both sheep and lamb carcase weights were impacted by the tough conditions and high cost of feed in 2018. This is expected to continue in 2019 with feedstocks depleted and feed demand to remain high until conditions improve.
- The national flock is estimated to have declined 6.1%, by mid-2018 and is forecast to experience a further decline of 3.7% to mid-2019 underpinned by the dry conditions, which have led to substantial drops in marking rates and the extensive culling of ewes and ewe lambs.
- Longer term, high prices across both sheepmeat and wool provide a strong incentive for producers to rebuild their heavily depleted breeding flocks once conditions allow.
- Fortunately, robust international demand and a low Australian dollar will continue to support Australian exports and, in turn, domestic saleyard prices. Records were broken in 2018 as markets around the world competed strongly for Australia's high quality sheepmeat.
- The expectation for supply, and consequently exports, to decline in both Australia and New Zealand will likely see global competition for sheepmeat intensify in 2019.
- The conditions that drove strong prices for well-finished stock last year look likely to remain in place in 2019, particularly whilst conditions remain dry.
- MLA's Sheep Industry Projections are updated every January, April and August to receive this, or any of the Market Information reports, by email, contact marketinfo@mla.com.au. If you are looking for more detailed prices and trends at your local saleyard, visit www.mla.com.au/prices-markets/market-reports-prices/

Notes		

Session 1: Maximising Ewe Performance

Take home messages

- 1. Have clear production goals for management and feeding of ewes
- 2. Understand the significance of time of lambing for feed availability and utilisation
- 3. Use basic feed assessment and budget techniques to manage ewes proactively
- 4. Manage ewes according to condition score not age
- 5. Pregnancy scan to manage ewes according to lambing potential
- 6. Collect relevant information to identify stock for sale during dry conditions
- 7. Preferentially feed twin-bearing ewes and lamb in smaller mobs in well sheltered paddocks

- Condition score ewes at least 6 weeks prior to joining. Aim for condition score 3 at joining
- Pregnancy scan ewes for multiples and allocate feed resources accordingly
- · Identify ewes that fail to conceive
- Identify and prepare paddocks most suitable for lambing and allocate to ewe mobs accordingly
- Wet and dry ewes at lamb marking, identify failed to rear ewes and manage accordingly
- Wean lambs at 14 weeks (with a 5 week joining) after imprint feeding (wean earlier under dry conditions)
- Weaning weight should be 45% of Standard Reference Weight
- Condition score ewes at weaning.
 Differentially feed if required
- Manage different stock classes to optimise feed base utilisation

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	WHERE TO LEARN MORE:
	Websites: www.makingmorefromsheep.com.au
	Workshops and Learning Programs:
	Lifetime Ewe Management: http://rist.edu.au/lifetime-ewe-management
	Bred Well Fed Well: www.mla.com.au/bredwell
	Picking Performer Ewes: www.wool.com/ppe
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Winning With Weaners: www.wool.com/www
	Publications and Tools:
	Making More From Sheep manual – Module 10
	Wean More Lambs: www.makingmorefromsheep.com.au/weanmore-lambs/index.htm
	More Lambs More Profit: www.mla.com.au/publications
	Lambing Planner: Making More From Sheep Module 10 – Tool 10.2 Lambing Planner App: www.agric.wa.gov.au/ management-reproduction/lambing-planner
	LTEM App: available for Apple and Android
	Condition Score Card – call the AWI Helpline on 1800 070 099 to order your copy
	Feed Budget Tables – call the AWI Helpline on 1800 070 099 to order your copy
	Drought Feed Calculator app: available for Apple and Android
	Drought Feeding and Management of Sheep: www.wool.com/drought
	Rainfall to Pasture Growth Outlook tool: www.mla.com.au/tools
	Pasture Ruler + Tips & Tools: Improving Pasture Use with the MLA Pasture Ruler: www.mla.com.au/publications
	Feeding and Managing Sheep in Dry Times: www.wool.com/droughtresources
	Feed on Offer Library: www.feedonofferlibrary.com

www.wool.com/droughtresources

Managing Sheep in Droughtlots:

Which Sheep Do I Keep?: www.wool.com/droughtresources

Pasture Trial Network: www.mla.com.au/extension-training-and-tools/tools-calculators/pasture-trial-network/

Speaker contact:

Helen McGregor: helen@redefiningagriculture.com.au • 0421 052 302

Session 2: Winning With Weaners

Take home messages

- 1. Design a robust weaning system
- 2. Set targets for growth rates and survival
- 3. Know feed requirements to reach growth targets
- 4. Prepare your lambs for weaning
- 5. Minimise stress with good stock handling techniques

- Set a strategic weaning plan at the start of the year and have flexible strategies depending on the season
- Monitor weaner health and growth rates to maximise survival. Do a worm egg count every 4-6 weeks and weigh every 6-8 weeks
- Prepare lambs for weaning by imprint feeding grain and educating to new pasture types, feeders, fencing and water points.
 Complete 2-3 weeks prior to weaning
- Complete a feed analysis of pasture quality to make sure it is meeting the weaner's requirements. If not, off set with supplementary feeding
- Invest time in improving stock handling skills of everyone who handles stock
- Spend time with weaners to calm them down and educate them to new surroundings

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Things I can do at home:	WHERETO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	www.grainandgraze3.com.au
	Workshops and Learning Programs:
	Bred Well Fed Well: www.mla.com.au/bredwellfedwell
	Lifetime Ewe Management: www.rist.edu.au/lifetime-ewe-management
	Producer Demonstration Sites: www.mla.com.au/ producerdemonstrationsites
	Picking Performer Ewes: www.wool.com/ppe
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Winning With Weaners: www.wool.com/www
	Publications and Tools:
	Making More From Sheep manual - Module 3 – Market Focused Lamb and Sheepmeat Production
	Making More From Sheep manual – Module 7 - Grow More Pasture
	Making More From Sheep manual – Module 8 - Turn Pasture into Product
	Making More From Sheep manual – Module 10 – Wean More Lambs
	Planning for Profit – Chapter8: Weaner Management
	Sheep CRC Feedlot Calculator:
	www.sheepcrc.org.au/resources/psm-software-feedlot-calculator.php
	Feed Demand Calculator: www.mla.com.au/tools
	Weed Removers Pasture Improvers: www.mla.com.au/implementation
	Stocking Rate Calculator: www.mla.com.au/tools
	Rainfall to Pasture Growth Outlook tool: www.mla.com.au/tools
	Pasture Ruler + Tips & Tools: Improving Pasture Use with the MLA Pasture Ruler: www.mla.com.au/publications
	Feed Budget and Rotation Planner: www.mla.com.au/tools
	Feed on Offer Library: www.feedonofferlibrary.com
	Phosphorous Tool: www.mla.com.au/tools
	Pasture Trial Network: www.mla.com.au/extension-training-and-tools/ tools-calculators/pasture-trial-network/
	Pasture Improvement Calculator: www.mla.com.au/tools
	Lamb Growth Predictor: www.sheepcrc.org.au/resources/psm-softwarelamb-growth-predictor.php?rt=1417564019

EVERGRAZE: www.evergraze.com.au

ASKBILL: www.askbill.com.au

LAMBPLAN and MERINOSELECT: www.sheepgenetics.org.au

nutrition/costs-and-nutritive-value/feed-cost-calculator

Best Practice for Intensive sheep finishing: www.mla.com.au/intensive-sheep-and-lamb-finishing-systems

Feed cost calculator: www.dpi.nsw.gov.au/animals-and-livestock/

Speaker contact:

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Session 3: Sheep Health is Your Wealth

Take home messages

- Strive for an exceptional standard of animal health and welfare - review your plans seasonally and well ahead of time.
- 2. Be familiar with signs of common and exotic diseases and what action to take.
- 3. Monitor changes in animal health and productivity and manage based on these findings.
- 4. Know your drug and chemical resistance status measure to monitor to manage.
- 5. Understand animal health costs and the contribution to your cost of production.
- 6. Vaccinate all lambs twice (at marking and weaning) and annually vaccinate ewes
- 7. Have a written biosecurity plan. Use it without exceptions and review it regularly.

- 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!

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Things I can do at home:	WHERE TO LEARN MORE:
	Websites: www.makingmorefromsheep.com.au www.paraboss.com.au
	Workshops and Learning Programs: Lifetime Ewe Management: http://rist.edu.au/lifetime-ewe-management
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites
	RAMping Up Repro: www.wool.com/rur
	Winning With Weaners: www.wool.com/www
	Lamb survival workshop – AWI's woolgrower extension networks run regional workshops in lambing season. Check your state's website for upcoming events in your area: www.wool.com/networks
	Publications and Tools:
	Making More From Sheep manual - Module 11 – Healthy and Contented Sheep
	ParaBoss: www.paraboss.com.au
	Pain Relief – Frequently asked questions www.wool.com/painrelief
	Biosecurity Plans www.mla.com.au/what-do-producers-need-to-do-to-meet-the-new-lpa-requirements/meet-biosecurity-requirements
	Flystrike Assist App: www.agric.wa.gov.au/livestock-parasites/flystrike-management-tools
	MERINOSELECT and LAMBPLAN: www.sheepgenetics.org.au
	AWI woolgrower networks: www.wool.com/networks
	Managing Breech Flystrike: www.wool.com/flystrike
	Planning for a Non-Mulesed Merino Enterprise: www.wool.com/flystrike

Speaker contact:
Colin Trengove: colin.trengove@adelaide.edu.au • 0418 808 045

Session 4A: The Effect of Mulesing Status and Staple Length on Price (Jamestown & Karoonda)

Take home messages

- The wool supply chain is asking for transparency on welfare and sustainability issues
 - Consult your wool broker on the National Wool Declaration (NWD) and get it right
 - There is a small discount for Not Declared bales
 - There is an increasing premium for Non Mulesed bales, both auction and direct sales
- 2. Pain relief works consult your vet on best pain relief options and declare on NWD
- 3. Australia is now a major world exporter of Non Mulesed (NM) wool
- 4. Fewer numbers of merinos are being mulesed and the premium for NM wool is increasing
- 5. Before moving to a non mulesed enterprise; plan, plan and plan the remix of remaining fly control tools
- 6. You can breed to improve productivity and welfare (polls, wrinkle, cover, robustness)
- Premiums and discounts for staple length can vary due to demand and supply factors.
 Consult your wool broker or subscribe to weekly AWEX wool market reports

- 100% compliance with the NWD over time
- Use pain relief
- Choose a ram source that has similar breeding objectives to you and similar production system/environmental challenges
- Set productivity and performance targets and benchmark your progress
- Adopt the practices that provide the best productivity and lifetime welfare for your animals and proudly inform your customers of them.
- Keep informed of the weekly wool market along with what is causing short and long term market trends

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Things I can do at home:	
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	Websites: www.makingmorefromsheep.com.au www.awex.com.au www.wool.com/flystrike www.paraboss.com.au
	Workshops and Learning Programs: www.wool.com/marketintelligence www.woolq.com
	Publications and Tools:
	Making More From Sheep manual – Module 2 – Market Focussed Wool Production www.makingmorefromsheep.com.au/market-focussed-wool-production/index.htm
	The National Wool Declaration (NWD): www.awex.com.au/publication/national-wool-declaration-nwd for more information and to download the form
	Visual Sheep Scores guide: www.wool.com/on-farm-research-and development/sheep-health-welfare-and-productivity/sheep-breeding/visual-sheep-scores/
	Planning To Move To A Non Mulesed Merino Enterprise: www.wool.com/flystrike
	Pain Relief – Frequently asked questions www.wool.com/painrelief www.wormboss.com.au
	www.flyboss.com.au MERINOSELECT: www.sheepgenetics.org.au

Speaker contact:
Geoff Lindon: geoff.lindon@wool.com • 0427 572 228

Session 4B: Objective Carcase Measurement and Feedback (Naracoorte)

Take home messages

- Market outlook is strong for all products (lamb and sheepmeat). Continue to use this period to setup for the future
- 2. Increasing Lean Meat Yield (LMY) % will assist in improving enterprise productivity and carcase value but must be balanced with eating quality Eating Quality (EQ) is key for consumer satisfaction
- 3. Purchase rams with the best combination of ASBVs for your production system and targeted market
- 4. Maximise genetic potential for LMY% and EQ through optimal nutrition
- New objective measures of LMY and EQ are being developed. Be prepared for new carcase value feedback
- 6. Use carcase feedback to benchmark and improve performance. Speak regularly with your processor

- Prepare lambs for market under Meat Standards Australia best practice procedures
- Weigh and fat score lambs during finishing and prior to sale
- Know target markets and match genetics and nutrition
- Use LAMBPLAN and MERINOSELECT ASBVs to select rams
- Use carcase feedback to improve compliance

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Things I can do at home:	WHERE TO LEARN MORE:
	Websites: www.makingmorefromsheep.com.au www.sheepcrc.org.au www.sheepgenetics.org.au
	www.mla.com.au/msa/sheepmeat
	Workshops and Learning Programs: Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	MSA Producing Eating Quality Excellence online training: https://producer.msagrading.com.au/
	Publications and Tools:
	Making More From Sheep - Module 3 Market Focused Lamb and Sheepmeat Production
	Improving Lamb Lean Meat Yield – a technical guide for the Australian lamb and sheepmeat supply chain: www.mla.com.au/publications
	Meat Standards Australia Sheepmeat Tip n Tools: www.mla.com.au/MSA-sheepmeat-TipsandTools
	Livestock Data Link: www.mla.com.au/research-and-development/livestock-data-link
	Live Lamb Assessment Yard book: www.mla.com.au/publications LAMBPLAN: www.mla.com.au/publications LAMBPLAN: www.mla.com.au/publications LAMBPLAN: www.mla.com.au/publications
	MERINOSELECT: www.sheepgenetics.org.au/Breeding-services/MERINOSELECT-Home
	CRC Practical Wisdom notes PW3.1: Quality Sheepmeat series
	CRC Practical Wisdom notes PW3.2 Meat Science & consumer eating quality

Speaker contact:
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Session 5A: Dry Times Decision Making (Jamestown & Karoonda)

Take home messages

- Apply tactical decisions to get to the end of this dry period with minimal consequences
- 2. Keep feeding sheep properly if you can
- 3. Look for ways to recoup lost income for next year

- Know the probability of the length of the dry period and a best and worst-case scenario
- Calculate the cost of production feeding versus maintenance feeding
- Monitor condition score and liveweight
- Along with assessing financial impacts, keep track of physical (human and infrastructure) and mental impacts
- Know how many DSE under capacity you are likely to be coming out of the dry period
- Know your restocking policy including how long will it take and how much will it cost

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Things I can do at home:	WHERE TO LEARN MORE:
	Websites: www.makingmorefromsheep.com.au www.mla.com.au/businessmanagement
	Workshops and Learning Programs: BusinessEDGE: www.mla.com.au/edgenetwork Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites
	AWI woolgrower networks: www.wool.com/networks
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Pasture Principles: www.ruraldirections.com/events
	Planning for Profit: www.wool.com/droughtresources
	Publications and Tools:
	Making More From Sheep manual Module 1 – Plan for Success
	Making More From Sheep manual Module 4 – Capable and Confident Producers
	More Lambs More Profit: www.mla.com.au/publications
	Lamb Cost of Production calculator: www.tools.mla.com.au/cop/
	Wool Cost of Production calculator: www.makingmorefromsheep.com.au/plan-for-success/calculato
	wool-calculator-online.htm
	Woolcheque: www.wool.com/market-intelligence/woolcheque/

Speaker contact:
Hilary Beech: hilary@holmessackett.com.au • 0439 448 159

Session 5B: Extending Positive Price Cycles (Naracoorte)

Take home messages

- Profit potential on well managed South East farms is currently strong
 - a. Very strong pricing and demand for red meat and wool
 - b. Productive businesses with low cost of production are enjoying excellent margins
- 2. Replicating Top 20% performance is the key to long term wealth creation. This requires
 - a. Optimising gross margins
 - b. Developing a low-cost business model
 - c. Building a capable team
 - d. Managing risk
- 3. Invest wisely now to maintain profit margins and business strength long term
 - a. Skill building
 - b. Debt principle reductions
 - c. On-farm productivity enhancements to increase gross margins
 - d. Targeted infrastructure investments that reduce labour and decrease long term cost of production
 - e. Provisioning for independent retirement and future succession

- Retain 30% of turnover as net profit before tax
- Adult fleece value >\$60 long term (\$80 in current market conditions)
- Average lamb turnoff >52kg liveweight
- Stretch target of \$600,000 in turnover per full time labour unit
- Robust reproduction rates according to flock type
- Objective and rational allocation of capital
 Ideally to projects with Internal Rate of Return (IRR) > 15%
- Robust and early provisioning for independent retirement
- Provisioning early for smooth and timely succession

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Things I can do at home:	WHERE TO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	www.mla.com.au/businessmanagement
	Workshops and Learning Programs:
	BusinessEDGE: www.mla.com.au/edgenetwork
	Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites
	AWI woolgrower networks: www.wool.com/networks
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Pasture Principles: www.ruraldirections.com/events
	Publications and Tools:
	Making More From Sheep manual Module 1 – Plan for Success
	Making More From Sheep manual Module 4 – Capable and Confident Producers
	More Lambs More Profit: www.mla.com.au/publications
	Lamb Cost of Production calculator: www.tools.mla.com.au/cop/
	Wool Cost of Production calculator: www.makingmorefromsheep.com.au/plan-for-success/calculator/ wool-calculator-online.htm
	Woolcheque:

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