

Making Sheep Easier to Manage

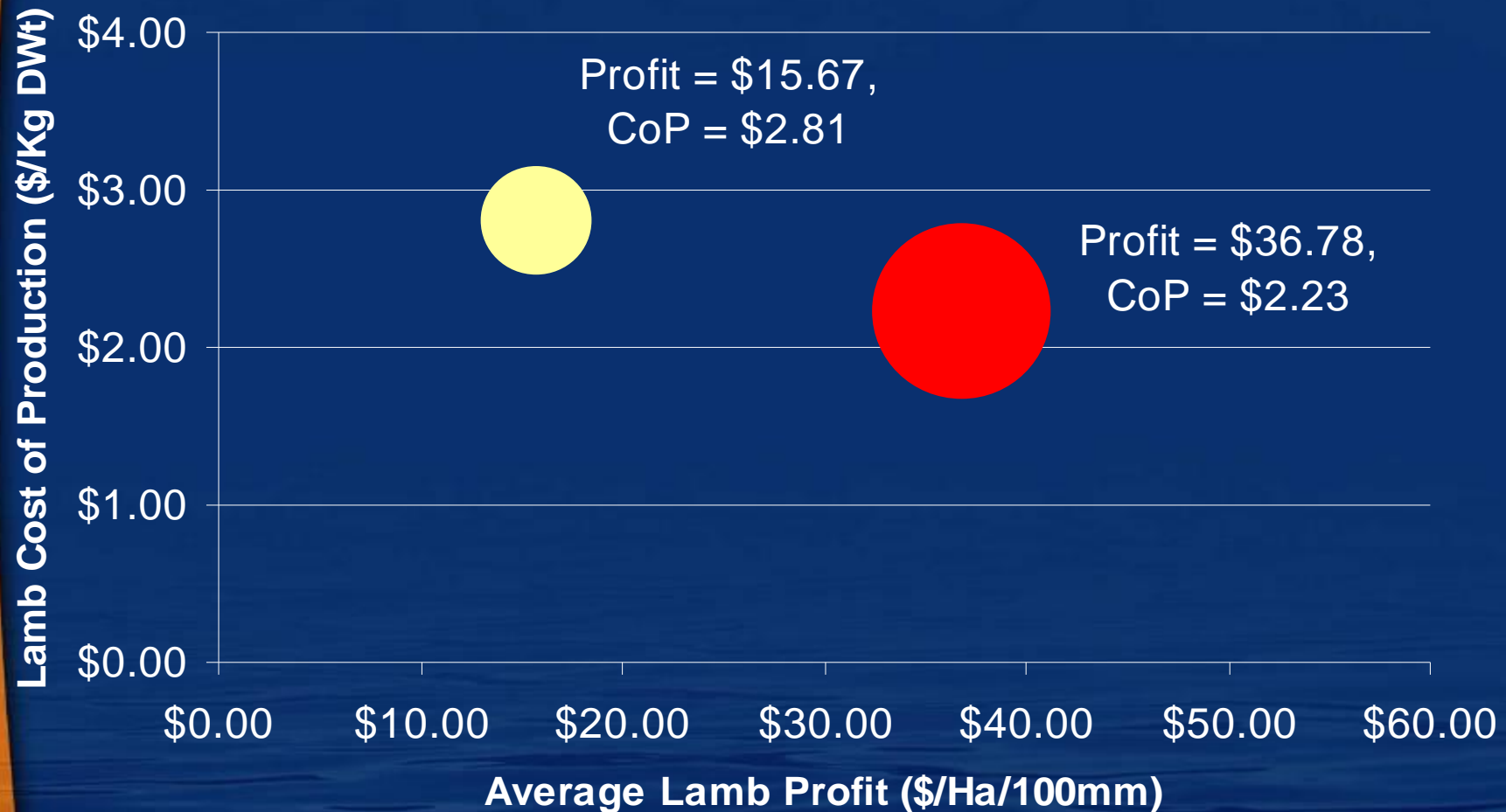
Sandy McEachern
Holmes Sackett

Making sheep easier to manage

- Key benchmarks and opportunities
- Planning a resilient management system
- Investing in infrastructure, plant and equipment
- The past
- The future

How hard does it need to be?

● 7yr Average ● Most Profitable 3



Production per head indicators do not have to be that much better



Lamb Sale Weight (Kg Dwt)

Average **Top 3**

19kg 20kg

Weaning %

119% 115%



Intensive, but still input efficient systems are the most profitable.

	Average	Top 3
Labour Productivity (DSE/Labour Unit)	6,552	8,893
Ewes Joined (Ewes/Ha/100mm)	1.0	1.15

MLA CoP Workshop Outcomes

- Wool (20+ μm) - \$3.30/kg greasy target CoP
 - \$1.20/kg greasy direct expenses
 - \$1.50/kg greasy labour and labour related expenses
 - \$0.60/kg greasy overheads
- Lamb \$2.50 target CoP
 - \$1.00 direct expenses
 - \$1.00 labour and labour related expenses
 - \$0.50 overheads

Building resilience into management systems



- Time of sale and target weight
- Matching production to pasture growth.
- Subtle choices on flock structure
- As close to single enterprise as possible
- Concentrate on the things that are easier to get right
 - Stocking rate
 - Lamb growth

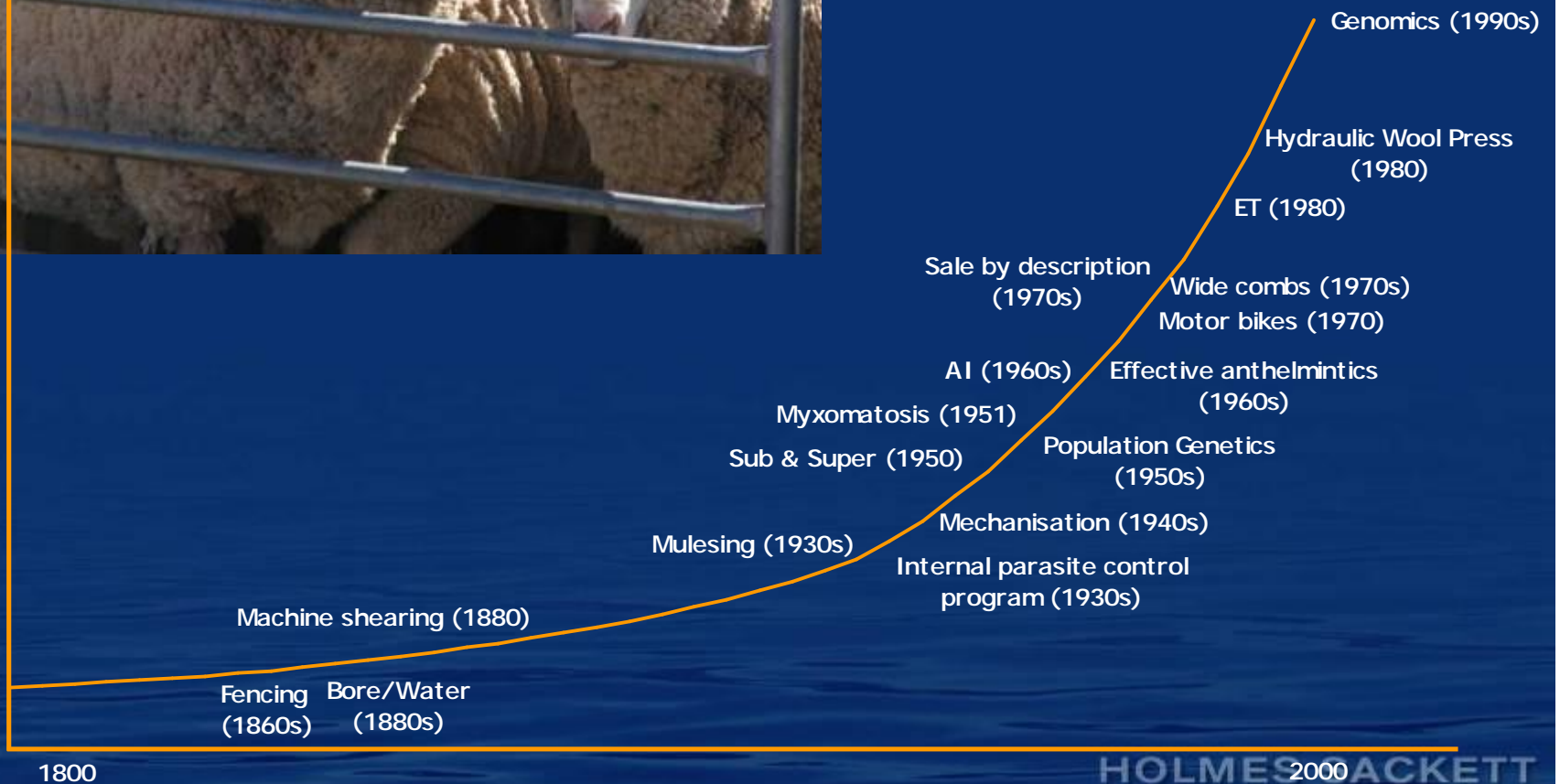
Investing in labour efficiency often has very high returns.

	Capital Investment	Return on Investment
Wool presses	\$20,000	17%
Crutching trailer	\$30,000	26%
VE machine set up	\$20,000	23%
Stock proofing water troughs	\$15,000	17%
Boom spray	\$25,000	25%
Laneways with satellite yards	\$75,000	19%
Paddock subdivisions	\$65,000	11%-13%
Pasture renovations	\$850,000	0%-13%

The past



Accumulation
of Technical
Change



1800

HOLMES & JACKETT 2000

Vision for the future

- 1 shepherd per 15,000 sheep
- Mob based walk over weighing
- Rapid objective pasture assessment
- Shearing platforms



Key Messages

- You don't get additional profits for nothing.
- A simple, easy to implement management calendar is key.
- Sensible investment in infrastructure, plant, equipment and products.