





Constant of the second state of the s

Produce 10% more lambs per hectare

NORTHERN NSW, 2018

Taronga Western Plains Zoo, Dubbo, NSW – Tuesday 14 August
 Walgett District Sporting Club, Walgett, NSW – Wednesday 15 August
 The Old Moey Motel, Dirranbandi, QLD – Thursday 16 August

It's Ewe Time Forums - NORTHERN NSW PROGRAM

TIME	ΤΟΡΙΟ	SPEAKER
8:30	Registration	
9:00	Introduction (Chair) inc. Meat & Wool Outlook	Emily King AWI
9:20	Managing Ewes in Dry Times	Hamish Dickson AgriPartner Consulting, Clare, SA
9:55	Maximising Lamb & Weaner Performance	Geoff Duddy Sheep Solutions, Oman Ama, QLD
10:30	Measuring to Manage	Ben Swain BCS Agribusiness, Gunnedah, NSW
11:05	MORNING TEA	
11:30	Your Sheep Health is Your Wealth	Matt Playford Dawbuts, Camden, NSW
12:05	Effective Integration of Livestock and Cropping (Dubbo only)	Simon Vogt Rural Directions, Clare, SA
12:05	The Way Forward (Walgett & Dirranbandi only)	Mark Gardner Vanguard Business Services, Dubbo, NSW
12:40	Closing Comments	Emily King AWI
12:50	LUNCH	
1:50	FINISH	

THE 2018 IT'S EWE TIME FORUMS ARE BOUGHT 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 the 2017/18 selling season, peaking at 2073 c/kg, and closing at 2056 c/kg at the end of the season. From season open to close, the EMI lifted 531 c/kg (34.8%).
- Australia produced over 360 million kg of wool in 2017/18.
- NSW is Australia's foremost wool production state, accounting for over a third of the total clip.
- 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.
- Queensland produced almost 9.5 million kg of wool in 2017/18.
- Comparing the 2016/17 and 2017/18 seasons, the Queensland wool clip was marginally finer whilst slightly less wool was produced.
- In the 2017/18 season, 75% (over 7 million kg) of Queensland wool was below 20.5 micron.
- 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, including weekly and monthly reports, wool production forecasts and text messages. This information is available to view at **wool.com/ marketintelligence**, and you can sign up to have the reports emailed and messaged directly to you.

Sheep and lamb market

- Dry weather and drought conditions so far in 2018 have challenged producers' intentions at the start of the year to expand their flocks and take advantage of high sheep and wool prices.
- Australian lamb slaughter is forecast to get close to 23 million head in 2018, up substantially on 2017 levels.
- Lamb carcase weights are expected to continue at just below record 2017 levels, combining to see a production increase of 3-5%.
- The poor conditions have had a more significant impact on sheep slaughter, with year-to-May numbers up 25% year-on-year.
- Lamb prices have been resilient all year, despite the abundant supply, due to strong on-going international demand. Since May they have trended upwards, spiking at the end of June to reach record highs at the start of July at 726¢/kg.
- The increases in supply are forecast to result in a record breaking year for lamb exports with all major market destinations in growth.
- Given New Zealand's capacity for export growth remains constrained, Australia is competitively positioned to supply growing demand in the global market.
- On-going dry seasonal conditions in many key supply regions, along with a poor rainfall outlook, will likely see a certain amount of volatility in the market continue.
- Looking ahead, the market will depend on a break to the poor seasonal conditions and improvements in feed availability coming into spring.

MLA's Sheep Industry Projections Update will be released in September – 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 <u>www.mla.com.au/prices-markets/market-reports-prices/</u>.

Session 1: Managing Ewes in Dry Times

Take home messages

- 1. Understand the nutritional requirements of different classes of stock
- 2. Understand the nutritional value of different feeds
- 3. Manage and feed ewes according to condition score
- Pregnancy scan to remove dry ewes ('passengers') and manage ewes according to lambing potential
- 5. Preferentially feed twin-bearing ewes
- 6. Wean early and sell low priority stock at weaning
- Identify classes of animals to feed for maintenance and those to feed for production. Current wool, meat and feed prices mean it will likely pay to feed the 'performers' in the flock.

Best practice indicators

- Pregnancy scan ewes for multiples and allocate feed resources accordingly
- Identify ewes that fail to conceive (pregnancy scanning) or rear a lamb (wet/dry at marking).
 Depending on season, these animals may be culled immediately, or at a maximum of twice dry.
- Imprint feed lambs and wean early under dry conditions to allow better management of ewes and lambs separately.
- Weaning weight should be 45% of Standard Reference Weight
- Condition score ewes at weaning. Differentially feed if required.
- Condition score ewes at least 6 weeks prior to joining. Aim for condition score 3 at joining.
- Feed test supplementary feeds to understand quality

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/bredwellfedwell Realising Performance Potential: www.wool.com/rpp 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 <u>www.makingmorefromsheep.com.au/wean-more-</u> lambs/index.htm

More Lambs More Profit: <u>www.mla.com.au/publications</u> Lambing Planner: Making More From Sheep Module 10 – Tool 10.2

Lambing Planner App: <u>www.agric.wa.gov.au/management-</u> 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 – 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** Feeding and Managing Sheep in Dry Times:

www.wool.com/droughtresources

Feed on Offer Library: www.feedonofferlibrary.com

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

Managing Sheep in Droughtlots:

www.wool.com/droughtresources

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

Speaker contact:

Hamish Dickson: hamish@agripartner.com.au • 0427 446 499

Session 2: Maximising Weaner Performance

Take home messages

- 1. Creep feeding is an efficient way to supplement lambs prior to weaning
- 2. Winter cereals and fodder crops such as brassica and canola can help fill a feed gap and provide high quality, palatable feed but be aware of potential health issues
- Monitor weaner health and growth rates to maximise survival
- Know stock feed requirements. Use sown feed options and supplementation to fill feed gaps post weaning
- 5. Consider use of containment areas when paddock feed is limited
- 6. 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
- 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
- Always do the sums on any feeding decisions

 marketing unfinished lambs may be your best option

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au www.grainandgraze3.com.au

Workshops and Learning Programs:

Bred Well Fed Well: <u>www.mla.com.au/bredwellfedwell</u> Lifetime Ewe Management: <u>http://rist.edu.au/lifetime-ewe-management</u> Producer Demonstration Sites: <u>www.mla.com.au/producerdemonstrationsites</u> Realising Performance Potential: <u>www.wool.com/globalassets/start/education-and-extension/</u> <u>events/winning-with-weaners-and-rpp-flyer.pdf</u> Profitable Grazing Systems: <u>www.mla.com.au/</u> <u>profitablegrazingsystems</u> Winning With Weaners: <u>www.wool.com/globalassets/start/education-and-extension/events/winning-with-weaners-and-rpp-flyer.pdf</u>

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 Sheep CRC Feedlot Calculator: www.sheepcrc.org.au/resources/psmsoftware-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 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/psmsoftware--lamb-growth-predictor.php?rt=1417564019 Feed cost calculator: http://www.dpi.nsw.gov.au/animals-andlivestock/nutrition/costs-and-nutritive-value/feed-cost-calculator EVERGRAZE: www.evergraze.com.au ASKBILL: www.askbill.com.au LAMBPLAN and MERINOSELECT: www.sheepgenetics.org.au Best Practice for Intensive sheep finishing: www.mla.com.au/intensivesheep-and-lamb-finishing-systems

Speaker contact:

Geoff Duddy: geoff@sheepsolutions.com.au • 0427 007 490

Session 3: Measuring to Manage

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

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au

www.sheepcrc.org.au

Workshops and Learning Programs:

elD workshops: www.sheepcrc.org.au/industry/serviceproviders/eid-workshops.php

Realising Performance Potential: <u>www.wool.com/rpp</u>

AWI woolgrower networks: www.wool.com/networks

Publications and Tools:

Making More From Sheep manual - Module 1 - Plan for Success

Lamb Cost of Production calculator: http://tools.mla.com.au/cop/

Wool Cost of Production calculator: <u>http://www.makingmorefromsheep.com.au/plan-for-</u> <u>success/calculator/wool-calculator-online.htm</u>

Sheep – the simple guide to making more money with less work: http://www.makingmorefromsheep.com.au/announcements/ sheep-the-simple-guide-to-making-more-money-with-lesswork

Producer Demonstration Site report: Profiting from individual animal economic measures https://www.mla.com.au/download/finalreports?itemld=3340

MERINOSELECT and LAMBPLAN: www.sheepgenetics.org.au

Merino Sire Evaluation: www.merinosuperiorsires.com.au

RAMSELECT: www.ramselect.com.au

Speaker contact: Ben Swain: ben.swain@bcsagribusiness.com.au • 0427 100 542

Session 4: Your Sheep Health is Your Wealth

Take home messages

- Get animal health right our industry's future relies on farmers taking care of animal health and welfare issues
- 2. Check for lice; do 20 partings per side; treat all sheep with an effective chemical applied meticulously
- 3. Ovine brucellosis can significantly reduce lambing percentage
- 4. Talk to your vet about appropriate analgesic use
- 5. Have a written biosecurity plan and check it regularly
- 6. Monitor ewe body condition score; draft on BCS not age; feed to maintain ideal score
- 7. Vaccinate all lambs twice (at marking and weaning) and annually vaccinate ewes

Best practice indicators

- Select sheep for fly resistance use a ram source that selects for breech strike resistance
- Maintain lice control isolate strays and keep separate. Carefully check each mob that has a stray
- Monitor worm egg counts and drench when necessary – do not drench according to the calendar. Test drenches to check their efficacy
- Inspect rams 12 weeks before joining cull rams with lumps in their reproductive organs and blood test rams for ovine brucellosis.
- Know the health risk of introduced stock including drench resistance status, vaccination status, lice, brucellosis and footrot status

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 <u>www.wool.com/</u> <u>on-farm-research-and-development/sheep-health-welfare-</u> <u>and-productivity/sheep-health/breech-flystrike/welfare-</u> <u>improved-surgery/</u>

Biosecurity Plans <u>www.mla.com.au/what-do-producers-need-</u> to-do-to-meet-the-new-lpa-requirements/meet-biosecurityrequirements/

Flystrike Assist App: <u>www.agric.wa.gov.au/livestock-parasites/</u> 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:

Matt Playford: matt@dawbuts.com • 0448 116 464 • www.dawbuts.com

Session 5A: Effective Integration of Livestock and Cropping Systems (Dubbo)

Take home messages

- Don't select multiple enterprises based on the principle of diversification alone.
 - a. The business case to operate multiple enterprises needs to be strong
 - b. The greater complexity of multi-enterprise businesses can compromise implementation ability and achieving peak labour productivity
 - c. Multi-enterprise can increase internal risk
- 2. Good integration between livestock and cropping enterprises requires a high level of implementation skill.
 - a. Consideration must be given to effective integration to optimise returns
 - b. Hitting the key profit drivers in all chosen enterprises is critical
 - c. Eliminating any conflict between enterprises is very important
- 3. The principle of simplification regularly pays by assisting with:
 - a. Achieving peak labour productivity
 - b. Focus and implementation
 - c. Mindset and well being

Best practice indicators

- Retain 30% of turnover as net profit before tax
- All fodder and feed crops sown by the end of March
- Seeding consistently completed by the 20th May
- Legume based pasture phase where possible
- Adult fleece value >\$60
- Average lamb turnoff >52kg liveweight
- Variable costs less than 40% of turnover
- Total Plant Machinery & Labour (TPML) costs less than 30% of business turnover, ideally 25%
- \$600,000 in turnover per full time labour unit
- Lambing percentage near 120% in dual purpose flocks

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au www.mla.com.au/businessmanagement

Workshops and Learning Programs:

BusinessEDGE: www.mla.com.au/edgenetwork

Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems

AWI woolgrower networks: www.wool.com/education-andextension/awi-grower-networks/

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

Producer Demonstration Site report: Rotational grazing cereal crops in a Mallee farming system

Part 1: <u>www.mla.com.au/finalreport/</u> Rotationalgrazingceralcropsinamalleefarmingsystem/part1

Part 2: <u>www.mla.com.au/finalreport/</u> Rotationalgrazingceralcropsinamalleefarmingsystem/part2

Lamb Cost of Production calculator: http://tools.mla.com.au/cop/

Wool Cost of Production calculator: <u>http://www.makingmorefromsheep.com.au/plan-for-</u> <u>success/calculator/wool-calculator-online.htm</u>

Speaker contact: Simon Vogt: svogt@ruraldirections.com • 0407 959 836

Session 5B: The Way Forward (Walgett & Dirranbandi)

Take home messages

- 1. Adapt know the current external environment and adapt business to it
 - a. Profit potential on well managed properties is currently strong
 - b. Very strong pricing and demand for red meat and wool
 - c. Productive businesses with low cost of production are enjoying excellent margins (season dependant)
 - d. Reproduction rates are important
- 2. Grow business turnover and the team's skills a. Optimise gross margins
 - b. Develop a low-cost business model
 - c. Grow a capable team. Consider bringing people into your business or exiting
 - d. Manage seasonal risk
 - e. Surviving and skill building
- 3. Achieve strong long term profit margins and business adaptation
 - a. Rebuilding: Seek productivity enhancements to increase gross margins
 - b. Target infrastructure investments that reduce labour and decrease long term cost of production
 - c. Explore all financing options
 - d. Regularly discuss and write down goals in the family and business

Best practice indicators

- Robust reproduction rates according to flock type; 120% is achievable with nutritional management and selection
- Flock nutrition to support reproduction rates (Lifetime Ewe Management principles)
- Objective allocation of capital; aim for 50% returns
- Flexibility in stock numbers; capacity to match animal numbers to paddock feed
- Regularly discuss and write down family and business goals

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: <u>www.mla.com.au/</u> profitablegrazingsystems

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: http://tools.mla.com.au/cop/

Wool Cost of Production calculator: <u>http://www.makingmorefromsheep.com.au/plan-for-</u> success/calculator/wool-calculator-online.htm

Woolcheque: www.wool.com/market-intelligence/woolcheque/

Speaker contact: Mark Gardner: mark.gardner@vbs.net.au • 02 6885 1925

Notes		

Notes			