





HAMILTON, VICTORIA

Thursday 31 August 2017

THE 2017 IT'S EWE TIME FORUMS ARE SUPPORTED BY:























It's Ewe Time Forums

- HAMILTON, VIC, PROGRAM

TIME	TOPIC	SPEAKER
9am	Registration	
9.30am	Introduction (Chair)	Marius Cuming Manager, Corporate Communications Australian Wool Innovation
9.40am	Lamb – Meating Consumers Expectations	Prof David Pethick School of Veterinary and Life Sciences, Murdoch University
10.15am	Making Ewes Work for You	Nathan Scott Consultant Achieve Ag Solutions
10.50am	COFFEE BREAK	
11.15am	Winning with Wool	Emily King Manager, Woolgrower Education & Capacity Building Australian Wool Innovation
11.50am	Getting a Jump with Genetics	Luke Stephen Technical Specialist, Sheep Breeding NSW Dept of Primary Industries
12.25pm	LUNCH BREAK	
1.10pm	High Performing Pastures	Hamish Dickson Principal Consultant AgriPartner Consulting
1.45pm	Healthy & Contented Sheep	Dr Andrew Whale Director Livestock Logic
2.20pm	COFFEE BREAK	
2.40pm	The Business of Sheep	Basil Doonan Principal Consultant Macquarie Franklin
3.15pm	Making Sheep Easier to Manage	Andrew Ritchie Consultant Icon Agriculture
3.50pm	Closing Comments	Marius Cuming Manager, Corporate Communications Australian Wool Innovation
4pm	CLOSE	

Session 1: Lamb - Meating Consumer Expectations

Take home messages

- Market outlook is strong for all products (lamb, sheepmeat & breeding ewes) and producers should continue to use this period to setup for the future
- 2. Increasing Lean Meat Yield % will assist in improving enterprise productivity
- 3. Eating Quality is linked to consumer satisfaction
- 4. Maximise genetic potential for LMY% and EQ through optimal nutrition
- 5. Purchase seedstock with the best combination of ASBVs for your production system and targeted market
- 6. Understand market specifications
- Use carcase feedback to benchmark and improve performance -speak regularly with your processor
- 8. Weigh and fat score lambs during finishing and prior to sale

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

Notes			

Things I can do at home:	
	WHERE TO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	www.sheepcrc.org.au
	www.sheepgenetics.org.au
	Meat Standards Australia Sheepmeat: www.mla.com.au/msa/sheepmeat
	Workshops & 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
	Meat Standards Australia Sheepmeat Tip n Tools: www.mla.com.au/MSA-sheepmeat-TipsandTools
	Livestock Data Link
	Live Lamb Assessment Yard book
	LAMBPLAN and MERINOSELECT
	CRC Practical Wisdom notes – PW3.1: Quality Sheepmeat series

eating quality

CRC Practical Wisdom notes - PW3.2 Meat Science & consumer

David Pethick • (08) 9360 2246 • D.Pethick@murdoch.edu.au

Session 2: Making Ewes Work for You

Take home messages

- 1. Number of lambs weaned per hectare is a key profit driver.
- 2. Wean up to 10% more lambs per hectare by planning and managing the key times of the breeding cycle.
- 3. Ewe condition score at lambing is more important than ewe condition score at joining.
- 4. Pregnancy scan to manage ewes according to lambing potential.
- 5. Preferentially feed twin-bearing ewes and lamb in smaller mobs in well sheltered paddocks

- Wean lambs at 13 weeks (with a 5 week joining) after imprint feeding.
- Weaning weight should be 40% of mature ewe weight
- Condition score ewes at weaning. Differentially feed if required.
- Condition score ewes prior to joining. Aim for minimum condition score 3.
- Pregnancy scan ewes for multiples and allocate feed resources accordingly.
- Lamb twin ewes in smaller flocks and in more sheltered paddocks.

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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
	Workshops & Learning Programs:
	Life Time Ewe Management: http://rist.edu.au/lifetime-ewe-management
	Bred Well Fed Well: www.mla.com.au/bredwellfedwell
	Realising Performance Potential: www.wool.com/about-awi/media-releases/lift-your-merino-performance-with-new-free-one-day-workshop/
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Publications and Tools Making More From Sheep manual – Module 10 – Wean More Lambs
	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
	The Weaning Planner
	Condition Score Card
	Feed Budget Tables

Drought Feed Calculator

Speaker contact:
Nathan Scott • 0409 493 346 • nathan@achieveag.com.au

Session 3: Winning With Wool

Take home messages

- The Eastern Market Indicator (EMI, Australia's primary wool market indicator) has been on a steady upward trend for the past five years, driven by an increase in demand.
- The EMI broke historic price levels in the 2016/17 selling season, peaking at 1546 c/kg. Wool sales resumed in early August and have broken historical price levels again, reaching 1614 c/kg at the close of sale week 7.
- 3. Wool production in south-western Victoria increased 4% from 2015/16 to 2016/17, totaling over 23 million kg.
- 4. Overall, the wool clip from south-western Victoria has become finer since 2010/11 when the majority of production was around 19 micron (compared to 2016/17 at around 18 micron). The broader end of the clip has also become finer, with the majority of production now sitting around 27 micron (compared to 29 micron in 2010/11).

- 5. Global brands and consumers are interested in understanding the story of the products they're buying where they're from and who produced them.
- 6. Globally, there is a growing push to 'slow down fast fashion'. The message behind this is to buy a quality product and keep it for longer, thereby reducing wastage and the impact on the planet. Wool is well positioned to be the fibre of choice.
- 7. The continuing athleisure trend sees consumers seeking natural performance and innovative products. Major sporting and lifestyle brands are now on-board with product ranges that utilise wool's inherent natural benefits and properties, such as odour resistance and moisture management.

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Things I can do at home:	WHERETO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	Publications and Tools
	Making More From Sheep manual – Module 2 – Market Focused Wool Production

Speaker contact:
Emily King • 0437 523 036 • emily.king@wool.com

Session 4: Healthy & Contented Sheep

Take home messages

- 1. Get animal health right have a plan to reduce the chance of any animal health issues
- 2. Worms can reduce carcase weight by 2kg
- 3. Understand your whole flock's worm risk & use effective drenches
- 4. Flies may be costing up to \$4 per head in flock management and treatment
- 5. Lice Check for lice, treat all sheep effectively
- 6. Talk to your vet about appropriate analgesic use
- 7. Understand the risk factors for foot abscess and prolapses
- 8. Have a written biosecurity plan

- Know the health risk of introduced stock including drench resistance status, vaccination status, lice and footrot status
- Plan ahead for animal health control measures using a credible source of information, including veterinary advice when appropriate
- Buy rams with better resistance to parasites
- Worm test stock before drenching and prepare low worm risk pastures for weaners
- Use effective drenches

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Things I can do at home:	WHERETO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	ParaBoss <u>www.paraboss.com.au</u>
	Workshops & Learning Programs:
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites
	Publications and Tools
	Making More From Sheep Module 11 – Healthy and Contented Sheep
	Pain Relief – Frequently asked questions
	www.wool.com/on-farm-research-and-development/sheep-health-welfare-and-productivity/sheep-health/breech-flystrike/
	welfare-improved-surgery/
	Biosecurity Plans
	www.mla.com.au/what-do-producers-need-to-do-to-meet-the new-lpa-requirements/meet-biosecurity-requirements/
	Flystrike Assist App (available soon)
	MERINOSELECT and LAMBPLAN

Speaker contact:
Andrew Whale • (03) 5572 1419 • a.whale@livestocklogic.com.au

Session 5: Getting a Jump with Genetics

Take home messages

- Understand the profit drivers of your sheep enterprise, including the traits that cost you money
- Set a breeding objective that is Specific, Measurable, Achievable, Realistic and Time bound
- 3. Identify the LAMBPLAN or MERINOSELECT index that best matches your objective
- 4. The variation in ASBVs and Indexes within a sale is as much there is between sales
- 5. Ensure the ASBVs that you use this year are better than the ones you purchased last year
- 6. Balance visual and objective selection, they go together hand in hand.

- Track the merit of the rams you purchase annually
- Record and monitor your key commercial performance indicators in your flock
- Use what information you have on your commercial ewe classing
- Buy rams with better resistance to parasites

Notes	

Things I can do at home:	WHERETO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	www.sheepgenetics.org.au
	www.sheepcrc.org.au
	Workshops & Learning Programs:
	Bred Well Fed Well: www.mla.com.au/bredwellfedwell
	Publications and Tools Making More From Sheep Module 9 – Gain from Genetics
	MERINOSELECT and LAMBPLAN
	ASBVs – A guide for ram buyers
	Using ASBVs – Sheep CRC case studies
	RamSelect.com.au
	Merino Lifetime Productivity Project

Speaker contact:
Luke Stephen • 0409 193 852 • luke.stephen@dpi.nsw.gov.au

Session 6: High Performing Pastures

Take home messages

- 1. Compare pastures based on their productivity, quality and water use efficiency
- 2. Use feed budgeting and rotational grazing to increase fodder utilisation and productivity
- 3. Think per hectare, not per head
- 4. Consider use of containment areas when paddock feed is limited
- 5. Use sown feed options to boost feed production and carryover feed

- Assess pastures in terms of kilograms dry matter per hectare
- Use feed tests to assess the quality against animal requirements
- Conduct feed budgets to plan feed requirements. Match feed supply to animal demand
- Manage grazing so that ground cover is maintained
- Implement rotational grazing to improve feed utilisation
- Alternative feeding strategies such as containment feeding are implemented when necessary

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Things I can do at home:	WHERE TO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	www.grainandgraze3.com.au
	Workshops & Learning Programs:
	Bred Well Fed Well: www.mla.com.au/bredwellfedwell
	Life Time Ewe Management: http://rist.edu.au/lifetime-ewe-management
	Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Publications and Tools
	Making More From Sheep manual – Module 7 - Grow More Pastur
	Making More From Sheep manual – Module 8 - Turn Pasture into Product
	Making More From Sheep manual - Module 11 - Healthy & Contente Sheep - Procedure 11.1 Keep your sheep in good condition
	MLA Feed Demand Calculator: www.mla.com.au/tools
	Weed Removers Pasture Improvers: www.mla.com.au/implementation
	MLA Stocking Rate Calculator: www.mla.com.au/tools
	MLA Rainfall to Pasture Growth Outlook tool: www.mla.com.au/tools
	MLA Feed Budget and Rotation Planner: www.mla.com.au/tools
	Best Practice for Intensive sheep finishing:

www.mla.com.au/intensive-sheep-and-lamb-finishing-systems

Lamb Growth Predictor: www.sheepcrc.org.au/resources/psm-

software--lamb-growth-predictor.php?rt=1417564019

Feed cost calculator: http://www.dpi.nsw.gov.au/animals-and-livestock/nutrition/costs-and-nutritive-value/feed-cost-calculator

Speaker contact:

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

Session 7: The Business of Sheep

Take home messages

- 1. Learn from the best
- 2. Run a business, not a hobby and look for profit
- 3. How you do something is more important than what you do
- 4. Develop a robust system
- 5. Be very good at the things that count
- 6. Skill is the most important and overlooked aspect of a successful business

- Have a business plan
- Know your cost of production
- Monitor and benchmark physical and financial performance and set new targets
- Ensure sheep complement, and do not compete with other enterprises
- Understand and actively manage the resource base

Notes			

Things I can do at home:	WHERE TO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	Workshops & Learning Programs:
	Southern Business Edge: www.mla.com.au/extension-training-and-tools
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Publications and Tools
	Making More from Sheep – Module 1 – Plan for Success
	Cost of Production Calculator: http://www.makingmorefromsheep.com.au/plan-for-success/tool_1.13.htm

Speaker contact:
Basil Doonan • 0400 455 158 • bdoonan@macfrank.com.au

Session 8: Making Sheep Easier to Manage

Take home messages

- 1. Develop a sheep management calendar and perform tasks on time
- 2. Run ewes at CS 3+
- 3. Green feed is the cheapest and highest quality source of feed
- 4. Good weaner management pays
- 5. Select genetics that will improve labour efficiency

- Understand LTEM principles and apply them
- Measure WEC instead of "drench anyway"
- Know your cost of production and benchmark your sheep enterprise
- Use ASBVs to select sires with improved growth and fat characteristics and parasite resistance

Notes		

Things I can do at home:	WHERE TO LEARN MORE:
	Websites:
	www.makingmorefromsheep.com.au
	Publications and Tools
	MERINOSELECT and LAMBPLAN

Speaker contact:
Andrew Ritchie • 0429 361 448 • andrew@iconag.com.au

