

AN INITIATIVE OF

Making More From Sheep



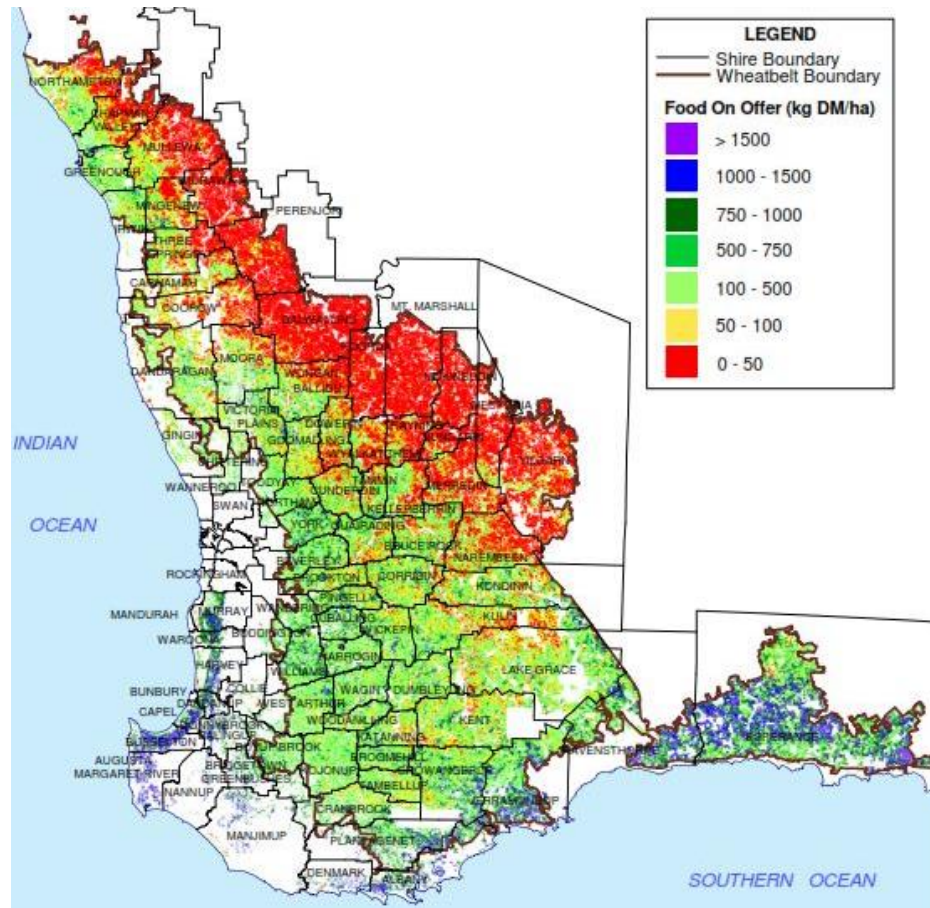
Making Sheep Easier to Manage

Andrew Ritchie



EVENT SUPPORTERS:



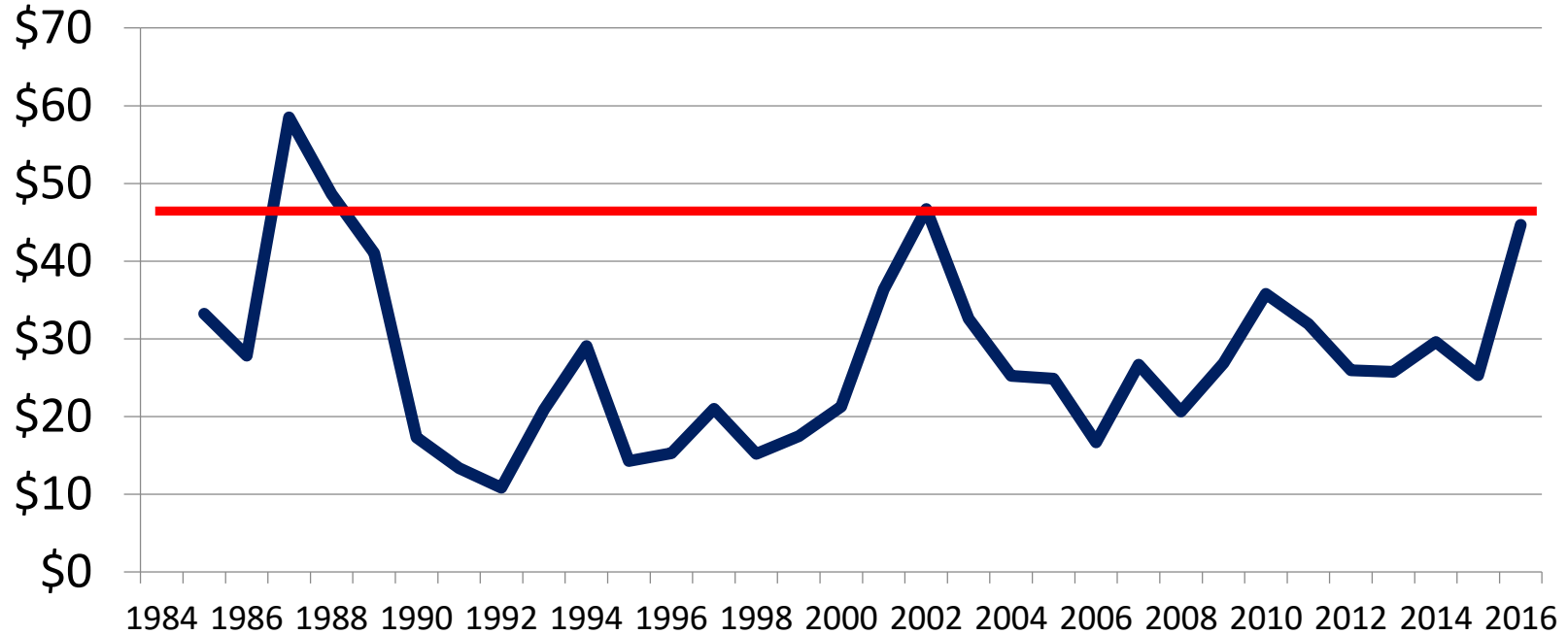


Making More From Sheep

Today's Points

Sheep and Wool are pretty good now
Grab the low hanging fruit,
Then look Higher up the tree...

Gross Margin/dse (adjusted for cpi)



Low Hanging Fruit

1. Planning
2. Condition Score 3 makes an easy “recipe”
– LTEM
3. Weaner Management
4. Infrastructure and Innovation

Planning

- The most expensive input is you!
- “Work expands so as to fill the time available for its completion.”

CN Parkinson 1955

- If you wait until the last minute, it only takes a minute to do.

Planning

- The sheep enterprise lends itself to calendar based planning
 - Organise work to fit the plan
 - Check logistics in place
 - Ensure all involved understand the what and the why
 - Perform tasks on time

Condition scoring: A recipe for success

- Sheep maintained at CS = 3+:
 - Easier to maintain,
 - Less risky,
 - Have less worm issues.

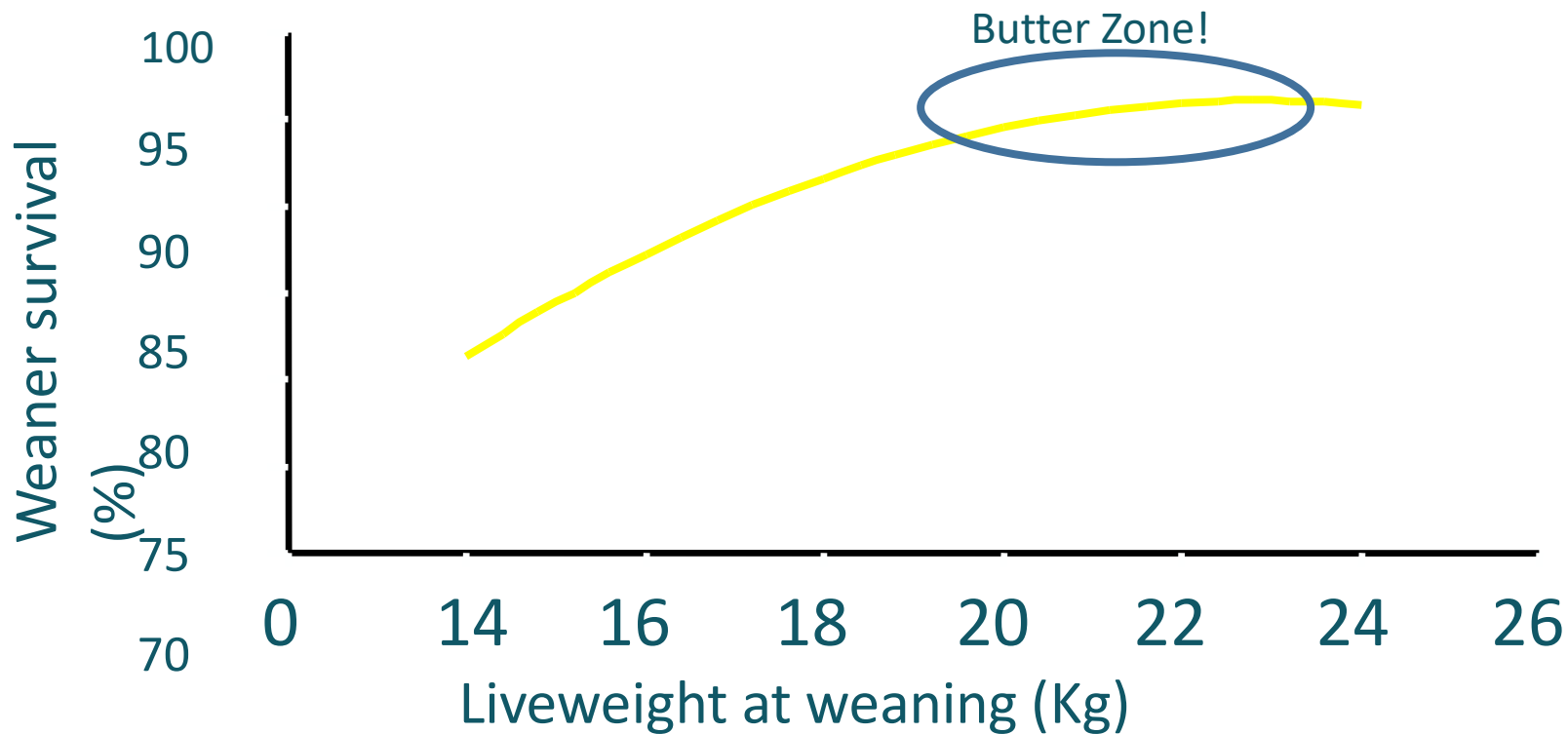
 - Plus
 - Cut more wool!
 - Have more lambs!
- www://rist.edu.au/lifetime-ewe-management

Weaner Management

Environment

1. Live weight @ Weaning
2. Growth Rate post weaning

Liveweight



Target Growth Rates

- Growth Rates = Survival!
- 2kg/month for weaners < 20kg
- 1 kg/month for weaners 20-30kg

Infrastructure (tax planning...)

- Use the good times to invest in the business
 - Laneways
 - No laneways? madness...
 - Yards
 - Sheds
 - Handling Gear
 - Water Supplies

Infrastructure



Petty Cash....

Handling Equipment, Shelter for the team



Making More From Sheep

Handling Equipment

- Payoff is a function of:
 - Time and throughput
 - Assume \$20 000 investment in a crutching cradle. Worth \$10 000 in 7 years.
 - Annual Hp Payments over 7 years is \$1800/annum.

Total Sheep	4000	8000	12000
Cost per Sheep	-\$2.23	-\$0.22	-\$0.15

Try before you buy
Shared Ownership to increase access?

Handling Equipment

He crutches:

300+ ewes/run

250/run when drenching

Strength not required!



Innovation

- How can we get our hands off the sheep and get more done?



Innovation and Investment

How can we get our hands off the sheep and get more done?



Innovation

Sheep and Wool are now where the grain industry was in the early 2000's

1. Highly profitable
2. Tech arriving

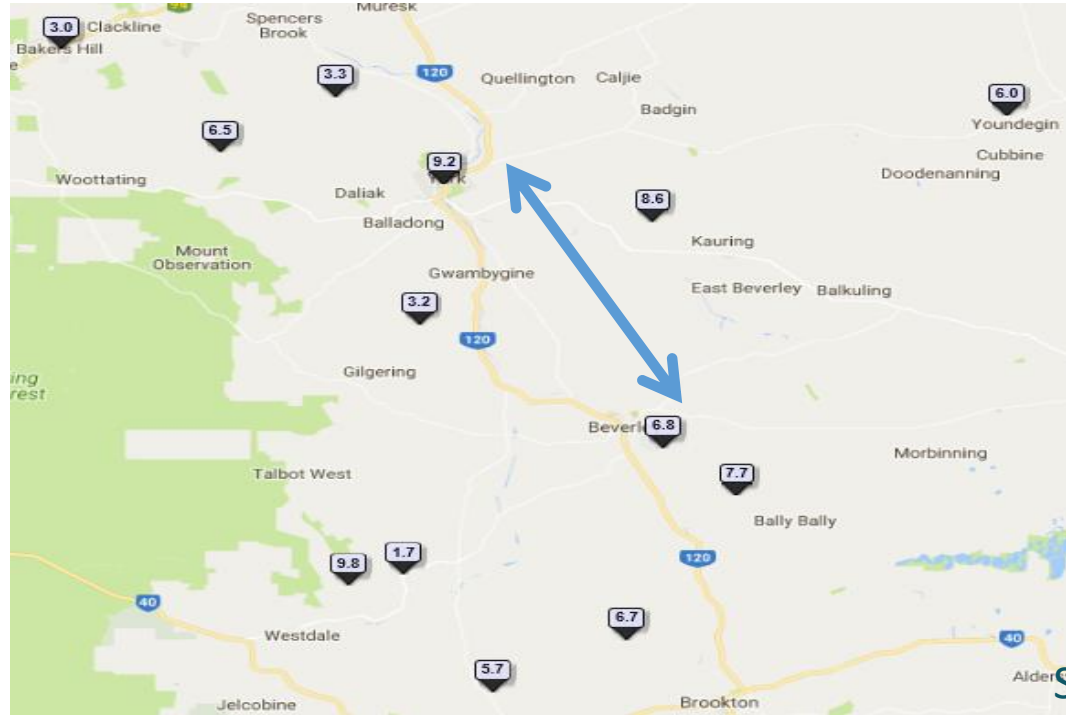
But it took growers to make it work



Benchmarking

Stocking Rate dse/ha

York to Beverley is 35km



Source: The SheepsBack

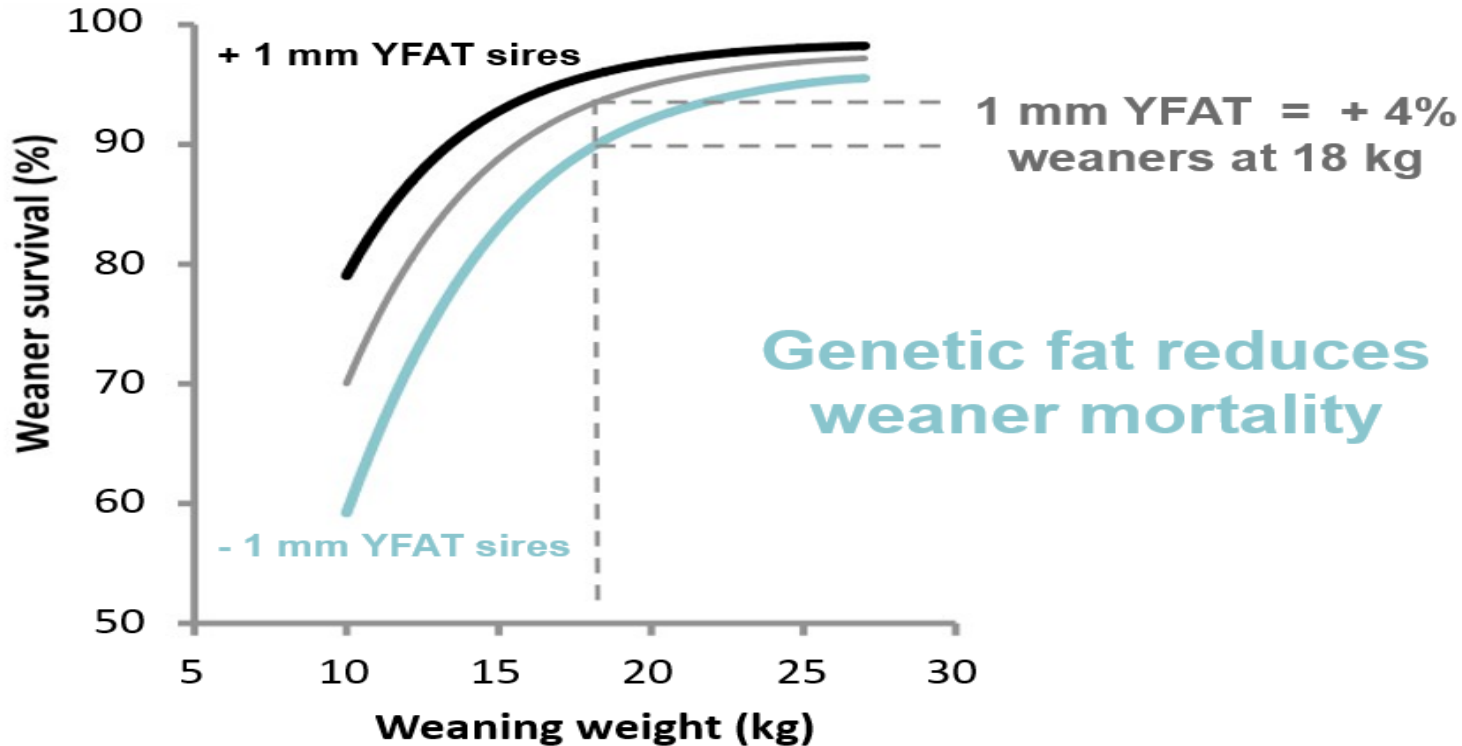
Further up the tree

- Genetics offers longer term LUE
 - Weaner survival and YFAT
 - Breech wrinkle & Fly strike



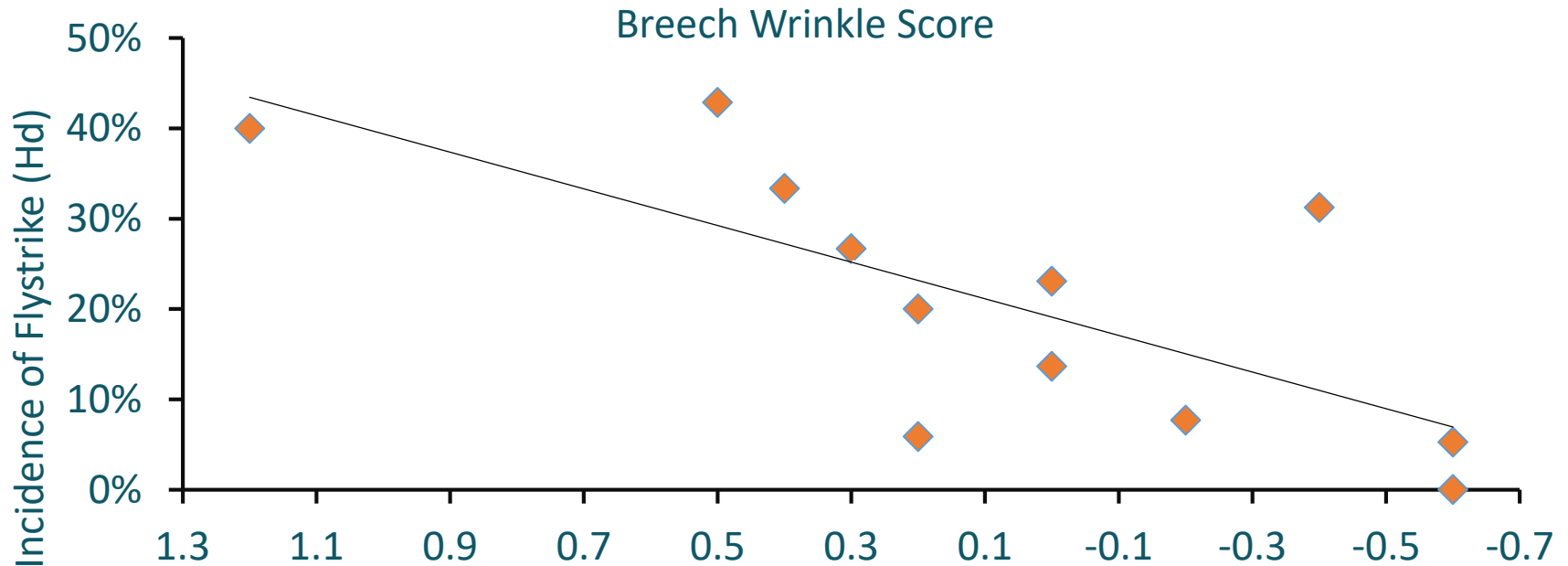
Genetic fat

What is your ram breeder doing?

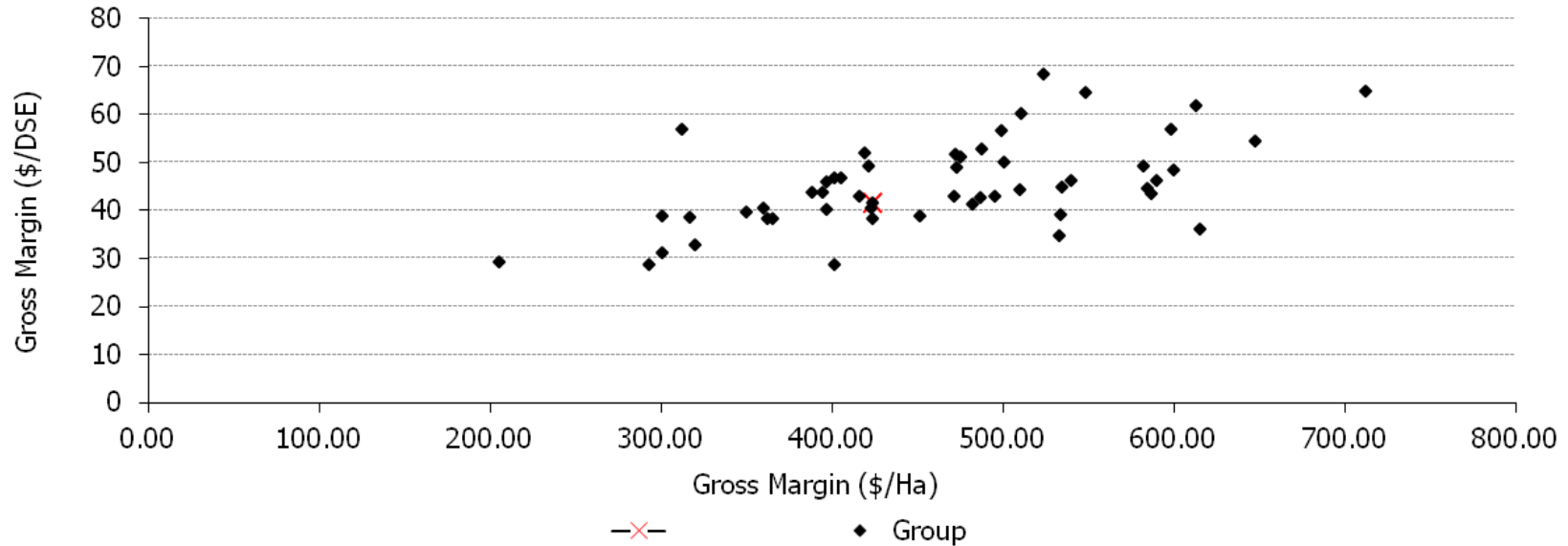


Plain Body Sheep

↓ Breech Wrinkle and ↓ Flystrike



Output per DSE



Conclusions

- Sheep enterprise at record \$\$s
- Low Hanging Fruit is ripe and plentiful
- Find where your business can improve
- Invest in a ladder...