

AN INITIATIVE OF

Making More From Sheep



Australian Wool
Innovation Limited



It's ewe time!

- ✓ Grow 10% more wool
- ✓ Achieve 10% more carcase value
- ✓ Produce 10% more lambs per hectare



EYRE PENINSULA, SOUTH AUSTRALIA, 2017

Ceduna Foreshore Hotel – Wednesday 2 August

Kimba Gateway Hotel – Thursday 3 August

Cummins Ramblers Football Club – Friday 4 August

It's Ewe Time Forums

- EYRE PENINSULA PROGRAM

TIME	TOPIC	SPEAKER
8:30	Registration	
9:00	Introduction (Chair) inc. Meat & Wool Outlook	Cameron Allan Meat & Livestock Australia Program Manager – Sustainable Feedbase Resources
9:20	Making Ewes Work for You	Andrew Thompson Murdoch University, WA Associate Professor, Animal Science
10:00	Sheep Feed Options in Mixed Farming Systems	Hamish Dickson AgriPartner Consulting Principal Consultant
10:40	COFFEE BREAK	
11:10	Efficient Integration of Livestock and Cropping Systems	Simon Vogt Rural Directions Agribusiness Consultant
11:50	Making Multi-Generational Businesses Work	Ken Solly Solly Business Services Agribusiness Consultant
12:30	Closing Comments	Cameron Allan Meat & Livestock Australia Program Manager – Sustainable Feedbase Resources
12:40 – 1:40	LUNCH	

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



Overview – Market Outlooks

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 2016/17 selling season, peaking at 1546 c/kg.
- The EMI finished up at 1522 c/kg at the July selling recess.
- Wool production on the Eyre Peninsula has increased 5% (almost 1 million kg) in the period from 2005/06 to 2016/17.
- The EP wool clip has become finer overall when comparing 2005/06 (majority of production around 22 micron) with 2016/17 (majority of production around 20-21 micron).
- In the 2016/17 season, 83% (5.82 million kg) of EP wool produced was between 18.5 and 22.5 micron.
- The overall sentiment in China remains positive. The 19.5 to 23 micron brackets remain price sensitive within the current ranges, but will be important in filling new orders for the Chinese government uniforms.

AWI offers a range of market intelligence information, including weekly and monthly reports, wool production forecasts and text messages. This information is available at www.wool.com/marketintelligence and you can sign up to have the reports emailed or messaged directly to you.

Sheep and lamb market

- Australian lamb slaughter is forecast to reach 21.5 million head in 2017 – down 6% year-on-year.
- Heavier lamb carcasses will somewhat offset the decline in lamb production for 2017, projected to be down 3% from last year.
- Historically high lamb, wool and sheep prices have underpinned producers’ strong intent to retain ewes and wethers over the last year. Sheep slaughter for 2017 is forecast to reach 6 million head – down 14% from year-ago levels.
- For most of 2017, Australian lamb and sheep saleyard indicators have tracked well above year-ago levels as a result of the more limited pool of available supplies.
- Dry seasonal conditions in many key supply regions, along with a poor rainfall outlook to October, has seen volatility in the market more recently.
- Looking ahead, the market will depend on seasonal conditions and feed availability coming into spring.

MLA’s Sheep Industry Projections Update will be released on 7 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: 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
6. Sell low priority stock at weaning. Current wool, meat and feed prices mean it will most likely pay to feed ewes.

Best practice indicators

- 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 condition score 3.
- Pregnancy scan ewes for multiples and allocate feed resources accordingly.
- Lamb twin ewes in smaller flocks and in more sheltered paddocks.

Notes

Things I can do at home:

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au

www.sheepcrc.org.au

www.sheepgenetics.org.au

Workshops and 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:

Andrew Thompson • 0437 316 117 • andrew.thompson@murdoch.edu.au

Session 2: Effective Integration of Livestock and Cropping Systems

Take home messages

- 1. 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 the win:wins
 - 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 >48kg liveweight
- Variable costs less than 40% of turnover
- Total Plant Machinery & Labour (TPML) costs less than 30% of business turnover, ideally 25%

Notes

Things I can do at home:

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au

www.mla.com.au/businessmanagement

Workshops & Learning Programs:

BusinessEDGE: www.mla.com.au/edgenetwork

Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites

Publications and Tools

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

More Lambs More Profit: www.mla.com.au/publications

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

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

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

Cost of production calculator: www.mla.com.au/tools

Speaker contact:

Simon Vogt • 0407 959 836 • svogt@ruraldirections.com

Session 3: Sheep Feed Options in Mixed Farming Systems

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

Best practice indicators

- Assess pastures/stubble 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

Notes

Things I can do at home:

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au

www.grainandgraze3.com.au

Workshops and 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 Pasture

Making More From Sheep manual – Module 8
- Turn Pasture into Product

Making More From Sheep manual - Module 11 - Healthy
& Contented 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

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 4: Making Multi-Generational Businesses Work

Take home messages

1. Relationships are everything – invest in the people
2. You must aspire to be a top 20% business
3. Get the best expertise involved in your business
4. Good business structures, systems and processes are paramount
5. Long term business and personal plans are essential

Best practice indicators

- Clarity as to who is responsible for what
- Effective and regular communication in the workplace
- Planned regular family business meetings
- All family members involved in decision making and goal setting
- Open discussion of the future of the business and the role of the next generation

Notes

Things I can do at home:

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au

– Module 4 - Capable and Confident Producers

www.nuffieldinternational.org/live/Reports

Building the Family Farm - Multi-generational Farm Business -
Andrew Baldock

Family Farm Business Decisions -Better outcomes from improved
decisions – Derek Tiller

Publications and Tools:

Making More from Sheep Manual Module 4
- Capable & Confident Producers

A Guide to Communication for Farm Families – GRDC

A Guide to Succession for Farm Families – GRDC

Building Resilience at Work – Kathryn McEwen

Speaker contact:

Ken Solly • 0427 620 895 • kensolly@rbm.com.au

