

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



**WAGGA WAGGA,  
NEW SOUTH WALES**

**Tuesday 15 August 2017**

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



# It's Ewe Time Forums

## - WAGGA WAGGA, NSW, PROGRAM

TIME	TOPIC	SPEAKER
9am	<b>Registration</b>	
9.30am	<b>Introduction (Chair)</b>	<b>Stephen Feighan</b> Country Manager, Australia and New Zealand Australian Wool Innovation
9.40am	<b>Lamb – Meating Consumers Expectations</b>	<b>Hamish Chandler</b> Program Manager – Genetics Meat & Livestock Australia
10.15am	<b>Making Your Ewes Work for You</b>	<b>Dr Helen McGregor</b> Consultant Achieve Ag Solutions
<b>10.50am</b>	<b>COFFEE BREAK</b>	
11.15am	<b>Winning With Wool</b>	<b>Stephen Feighan</b> Country Manager, Australia and New Zealand Australian Wool Innovation
11.50am	<b>Healthy &amp; Contented Sheep</b>	<b>Dr Bruce Allworth</b> Associate Professor, Ruminant Health and Production Charles Sturt University
<b>12.25pm</b>	<b>LUNCH BREAK</b>	
<b>1.10pm</b>	<b>Getting a Jump with Genetics</b>	<b>Daniel Brown</b> Sheep Genetics Operations Manager Meat & Livestock Australia
<b>1.45pm</b>	<b>Sheep Feed Options in Mixed Farming Systems</b>	<b>Hamish Dickson</b> Principal Consultant AgriPartner Consulting
<b>2.20pm</b>	<b>COFFEE BREAK</b>	
<b>2.40pm</b>	<b>The Business of Sheep</b>	<b>Basil Doonan</b> Principal Consultant Macquarie Franklin
<b>3.15pm</b>	<b>Making Sheep Easier to Manage</b>	<b>Andrew Ritchie</b> Consultant Icon Agriculture
<b>3.50pm</b>	<b>Closing Comments</b>	<b>Hamish Chandler</b> Program Manager – Genetics Meat & Livestock Australia
<b>4pm</b>	<b>CLOSE</b>	

# Session 1: Lamb - Meating Consumer Expectations

### Take home messages

- 1. Market outlook is strong for all products (lamb, sheepmeat and breeding ewes) and producers should continue to use this period to set-up for the future
- 2. Increasing Lean Meat Yield Percentage (LMY%) will assist in improving enterprise productivity
- 3. Eating Quality (EQ) is linked to consumer satisfaction
- 4. Maximise genetic potential for LMY% and EQ through optimal nutrition
- 5. Purchase seedstock with the best combination of Australian Sheep Breeding Values (ASBVs) for your production system and targeted market
- 6. Understand market specifications
- 7. 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

### Best practice indicators

- 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

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## WHERE TO LEARN MORE:

### Websites:

[www.makingmorefromsheep.com.au](http://www.makingmorefromsheep.com.au)

[www.sheepcrc.org.au](http://www.sheepcrc.org.au)

[www.sheepgenetics.org.au](http://www.sheepgenetics.org.au)

**Meat Standards Australia Sheepmeat: [www.mla.com.au/msa/sheepmeat](http://www.mla.com.au/msa/sheepmeat)**

### Workshops and Learning Programs:

Profitable Grazing Systems:

[www.mla.com.au/profitablegrazingsystems](http://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 & Tools:

[www.mla.com.au/MSA-sheepmeat-TipsandTools](http://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

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

### Speaker contact:

Hamish Chandler • (02) 80551815 • [hchandler@mla.com.au](mailto:hchandler@mla.com.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

**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**

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- [www.makingmorefromsheep.com.au](http://www.makingmorefromsheep.com.au)
- [www.sheepcrc.org.au](http://www.sheepcrc.org.au)
- [www.sheepgenetics.org.au](http://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](http://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/](http://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](http://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](http://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](http://www.agric.wa.gov.au/management-reproduction/lambing-planner)
- The Weaning Planner
- Condition Score Card
- Feed Budget Tables
- Drought Feed Calculator

**Speaker contacts:**  
Helen McGregor • 0421 052 302 • [helen@achieveag.com.au](mailto:helen@achieveag.com.au)  
Nathan Scott • 0409 493 346 • [nathan@achieveag.com.au](mailto:nathan@achieveag.com.au)

# Session 3: Winning With Wool

## Take home messages

- 1. 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.
- 2. The EMI broke historic price levels in the 2016/17 selling season, peaking at 1546 c/kg.
- 3. Wool production in the eastern Riverina has responded to this with an 11% increase (almost 1.7 million kg) since the 2010/11 season.
- 4. Overall, the eastern Riverina wool clip has become finer since the 2010/11 season (majority of production around 20 micron) with 2016/17 (majority of production around 19 micron)
- 5. Global brands and consumers are interested in understanding the story of the products they are buying, where they are from and who produced them.
- 6. Globally, there is a growing push to 'slow down fast fashion'. The message behind this 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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WHERE TO LEARN MORE:

Websites:

AWI Market Intelligence  
[www.wool.com/marketintelligence](http://www.wool.com/marketintelligence)

Subscribe to AWIPodcast 'The Yarn'

AWI Beyond the Bale magazine

Publications and Tools:

Making More From Sheep manual – Module 2 – Market Focused  
Wool Production

Speaker contacts:

Stephen Feighan • 0418 218 913 • [stephen.feighan@wool.com](mailto:stephen.feighan@wool.com)  
Emily King • 0437 523 036 • [emily.king@wool.com](mailto: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
8. Have a written biosecurity plan

## Best practice indicators

- 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 lambs prior to weaning, drench depending on outcome and wean on to low worm pastures
- Conduct drench resistance test regularly

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## WHERE TO LEARN MORE:

### Websites:

Making More From Sheep  
[www.makingmorefromsheep.com.au](http://www.makingmorefromsheep.com.au)

ParaBoss  
[www.paraboss.com.au](http://www.paraboss.com.au)

### Workshops and Learning Programs:

Profitable Grazing Systems:  
[www.mla.com.au/profitablegrazingsystems](http://www.mla.com.au/profitablegrazingsystems)

Producer Demonstration Sites:  
[www.mla.com.au/producerdemonstrationsites](http://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/](http://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/](http://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 contacts:

Bruce Allworth • (02) 6933 2608 • [ballworth@csu.edu.au](mailto:ballworth@csu.edu.au)

Andrew Whale • (03) 5572 1419 • [a.whale@livestocklogic.com.au](mailto:a.whale@livestocklogic.com.au)

# Session 5: Getting a Jump with Genetics

## Take home messages

1. Understand the profit drivers of your sheep enterprise, including the traits that cost you money
2. 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.

## Best practice indicators

- 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

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## WHERE TO LEARN MORE:

### Websites:

[www.makingmorefromsheep.com.au](http://www.makingmorefromsheep.com.au)

[www.sheepgenetics.org.au](http://www.sheepgenetics.org.au)

[www.sheepcrc.org.au](http://www.sheepcrc.org.au)

### Workshops and Learning Programs:

Bred Well Fed Well: [www.mla.com.au/bredwellfedwell](http://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 contacts:

Daniel Brown • (02) 8055 1826 • [dbrown@mla.com.au](mailto:dbrown@mla.com.au)

Luke Stephen • 0409 193 852 • [luke.stephen@dpi.nsw.gov.au](mailto:luke.stephen@dpi.nsw.gov.au)

# Session 6: 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 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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## WHERE TO LEARN MORE:

### Websites:

[www.makingmorefromsheep.com.au](http://www.makingmorefromsheep.com.au)

[www.grainandgraze3.com.au](http://www.grainandgraze3.com.au)

### Workshops and Learning Programs:

Bred Well Fed Well: [www.mla.com.au/bredwellfedwell](http://www.mla.com.au/bredwellfedwell)

Life Time Ewe Management:

<http://rist.edu.au/lifetime-ewe-management>

Producer Demonstration Sites:

[www.mla.com.au/producerdemonstrationsites](http://www.mla.com.au/producerdemonstrationsites)

Profitable Grazing Systems:

[www.mla.com.au/profitablegrazingsystems](http://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](http://www.mla.com.au/tools)

Weed Removers Pasture Improvers:

[www.mla.com.au/implementation](http://www.mla.com.au/implementation)

MLA Stocking Rate Calculator: [www.mla.com.au/tools](http://www.mla.com.au/tools)

MLA Rainfall to Pasture Growth Outlook tool:

[www.mla.com.au/tools](http://www.mla.com.au/tools)

MLA Feed Budget and Rotation Planner: [www.mla.com.au/tools](http://www.mla.com.au/tools)

Best Practice for Intensive sheep finishing:

[www.mla.com.au/intensive-sheep-and-lamb-finishing-systems](http://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](http://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

# 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

## Best practice indicators

- 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

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## WHERE TO LEARN MORE:

### Websites:

[www.makingmorefromsheep.com.au](http://www.makingmorefromsheep.com.au)

### Workshops and Learning Programs:

Southern Business Edge:

[www.mla.com.au/extension-training-and-tools](http://www.mla.com.au/extension-training-and-tools)

Profitable Grazing Systems:

[www.mla.com.au/profitablegrazingsystems](http://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](http://www.makingmorefromsheep.com.au/plan-for-success/tool_1.13.htm)

### Speaker contact:

Basil Doonan • 0400 455 158 • [bdoonan@macfrank.com.au](mailto: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 Condition Score 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

## Best practice indicators

- 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

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### Publications and Tools:

MERINOSELECT and LAMBPLAN

### Speaker contact:

Andrew Ritchie • 0429 361 448 • [andrew@iconag.com.au](mailto:andrew@iconag.com.au)

