

AN INITIATIVE OF

Making More From Sheep



Australian Wool
Innovation Limited



It's ewe time!

- ✓ Tailor management to seasonal conditions
- ✓ Prepare and plan for the year ahead
- ✓ Maximise your returns in the market place



CAMPBELL TOWN, TASMANIA

The Grange Meeting & Function Centre

Wednesday, 12 June 2019

It's ewe time! Forum

PROGRAM

TIME	TOPIC	SPEAKER
8:30	Registration	
9:00	Introduction and Sheepmeat & Wool Outlook	Emily King Australian Wool Innovation
9:20	Maximising Ewe Performance	Nathan Scott Achieve AG Solutions Inverleigh Vic
9:55	Mob Size and Marking Rates	Jason Trompf JT Agri-Solutions Wangaratta Vic
10:30	Achieving Your Carrying Capacity	Jason Lynch Macquarie Franklin Devonport Tas
11:05	MORNING TEA	
11:30	Sheep Health is Your Wealth	Paul Nilon Nilon Farm Health Perth Tas
12:05	Making Money From Breeding & Selection	Jason Trompf JT Agri-Solutions Wangaratta Vic
12:40	Dry Times Decision Making	Hilary Beech Holmes Sackett Wagga Wagga NSW
1:15	Closing Comments	Emily King
1:25	LUNCH	

THIS IT'S EWE TIME! FORUM IS BROUGHT 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 late 2018, peaking at 2116 c/kg in mid-August, and closing at 1862 c/kg at the end of the year. The EMI closed at 1864 c/kg on 6 June 2019.
- Australia produced over 360 million kg of wool in 2017/18 and has produced 302 million kg to May 2019.
- While Tasmania currently produces just 3% of all Australian wool, its wools are renowned across the world.
- Comparing the 2017/18 and 2018/19 seasons to date, the Tasmanian wool clip was marginally finer whilst slightly more wool was produced.
- In the 2018/19 season to date, 65% (over 5.9 million kg) of Tasmanian wool has been below 20.5 micron.
- Continuing dry conditions in a number of Australia's key wool production areas is starting to have a noticeable impact on wool production, strength and style, with dust penetration impacting a number of wools on the market.
- The recent foot-and-mouth disease outbreak in South Africa is causing a level of concern for the trade, with China suspending South African wool imports – including those currently in-transit. While this may create a short-term price benefit for Australian woolgrowers, it also produces price volatility & risk throughout the supply chain.
- The overall sentiment in China has entered a cautious phase, transitioning from the six season-long period of extreme positivity. All Merino wool has been under supply pressure throughout the season but has been subjected to increasing 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 to assist growers in understanding market forces, including weekly and monthly reports, wool production forecasts and text messages. This information is available to view at www.wool.com/marketintelligence, and you can sign up to have the reports emailed and messaged directly to you.

Notes

Sheep and lamb market

- Strong prices aside, 2019 has continued to be another extremely challenging year for the nation's sheep producers.
- Annual sheep slaughter has been revised slightly upwards and is now expected to fall 11% year-on-year, to 8.5 million head.
- Forecast national lamb slaughter has remained unchanged and is expected to decline 7% on 2018, to 21.2 million head.
- Seasonal challenges will drive a contraction in the national sheep flock, which is expected to fall to 65.8 million head by June 2019, down 6.8% year-on-year and an 8.7% fall since 2017.
- The growth in demand from China and the US in particular has translated into strong domestic farm gate prices.
- Lamb production is expected to be 477,000 tonnes cwt, down 7% year-on-year, and mutton production is now forecast to be 12% lower than 2018, at 199,000 tonnes cwt.
- The forecast drop in sheepmeat production in 2019 should keep lamb and mutton prices historically high throughout the year, with additional upside possible if improved seasonal conditions spark restocker activity.
- Lamb exports are forecast to finish the year 6% below 2018 levels, at 254,000 tonnes shipped weight (swt), and mutton to contract 9%, to 160,000 tonnes swt.

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: Maximising Ewe Performance

Take home messages

1. Manage ewes according to condition score, and to maintain condition score
2. Pregnancy scan to manage ewes according to lambing potential
3. Identify, and consider selling opportunities for low priority stock at weaning, and prior to joining if seasonal conditions warrant. Current wool, meat and feed prices mean it will most likely pay to feed ewes, provided that they are productive.
4. Ewes that fail to rear in their first two attempts are likely to repeat this behaviour in subsequent lambings
5. Understand the nutritional requirements of different classes of stock
6. Understand the nutritional value of different feeds and learn how to do a feed budget for your livestock

Best practice indicators

- Wean lambs at 14 weeks (with a 5 week joining) after imprint feeding
- Weaning weight should be 45% of Standard Reference Weight
- Condition score ewes at weaning and differentially feed if required
- Condition score ewes at least 6 weeks prior to joining. Aim for condition score 3 at joining
- Pregnancy scan ewes for multiples and allocate feed resources accordingly
- Identify ewes that fail to conceive and cull twice dry (some chose to cull if scan dry at all)
- Wet and dry ewes at lamb marking and identify failed to rear ewes – and manage
- Preferentially feed twin-bearing ewes and lamb in smaller mobs in well-sheltered paddocks

Notes

Things I can do at home:

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au

Workshops and Learning Programs:

Lifetime Ewe Management:

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

Lifting Lamb Survival:

<http://www.macquariefranklin.com.au/current-projects/>

Bred Well Fed Well: www.mla.com.au/bredwellfedwell

Picking Performer Ewes: www.wool.com/ppe

Profitable Grazing Systems:

www.mla.com.au/profitablegrazingsystems

Winning With Weaners: www.wool.com/www

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

Publications and Tools:

Making More From Sheep manual – Module 10

Wean More Lambs: www.makingmorefromsheep.com.au/wean-more-lambs/index.htm

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

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 – call the AWI Helpline on 1800 070 099 to order your copy

Rainfall to Pasture Growth Outlook tool: www.mla.com.au/tools

Pasture Ruler + Tips & Tools: Improving Pasture Use with the MLA Pasture Ruler: www.mla.com.au/publications

Feed on Offer Library: www.feedonofferlibrary.com

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

Managing Sheep in Droughtlots:

www.wool.com/droughtresources

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

Feeding and Managing Sheep in Dry Times:

www.wool.com/droughtresources

Speaker contact:

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

Session 2: Mob Size and Marking Rates

Take home messages

1. Decreasing twin mob size at lambing by 100 ewes, increases lamb survival by 2.25% per twin lamb or 4.5% lambs marked
2. This is regardless of stocking rate (0.5-12 ewes/ha), ewe breed, ewe condition score at lambing (2.4-3.8), feed-on-offer at lambing or paddock characteristics at lambing
3. Optimum mob size for twins is approximately half that for singles
4. Temporary fencing is a cost effective way to reduce mob size
5. Lamb survival and pasture utilisation both benefit from smaller paddocks
6. For producers that don't scan or only scan wet/dry, the optimum mob size is more similar to the twin mob size than the single mob size

Best practice indicators

- Scan for multiples and differentially manage single and twin ewes
- Allocate twin bearing ewes to the smaller paddocks
- Create a paddock layout that facilitates sub-division using temporary fences
- Keep records of paddock lamb survival results
- Preferentially feed twin-bearing ewes and lamb in smaller mobs in well sheltered paddocks

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Websites:

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Workshops and Learning Programs:

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

Bred Well Fed Well: www.mla.com.au/bredwellfedwell

Lifting Lamb Survival: www.macquariefranklin.com.au/current-projects/

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

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

Publications and Tools:

Making More From Sheep manual – Module 10 – Wean More Lambs

www.makingmorefromsheep.com.au/wean-more-lambs/index.htm

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

Lambing Planner: Making More From Sheep Module 10 – Tool 10.2

– call the AWI Helpline on 1800 070 099 to order your copy

Lambing Planner App:

www.agric.wa.gov.au/management-reproduction/lambing-planner

Lambs Alive: A hands-on approach to optimising lamb survival

tool – call the AWI Helpline on 1800 070 099 to order your copy or visit

www.mla.com.au/publications

Condition Score Card – call the AWI Helpline on 1800 070 099 to order your copy

Feed Budget Tables – call the AWI Helpline on 1800 070 099 to order your copy

Rainfall to Pasture Growth Outlook tool: www.mla.com.au/extension-training-and-tools/tools-calculators/rainfall-to-pasture-growth-outlook-tool/

Feed on Offer Library: www.wool.com/foo

Pasture Ruler + Tips & Tools: Improving Pasture Use with the MLA Pasture Ruler

– www.mla.com.au/publications

Stocking Rate Calculator – www.mla.com.au/tools

Feed Demand Calculator – www.mla.com.au/tools

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

Speaker contact:

Jason Trompf: j.trompf@latrobe.edu.au • 0408 211 864

Session 3: Achieving Your Carrying Capacity

Take home messages

1. Paddock and seasonal feed budgeting to support short, medium and long term feeding decisions in order to better optimise the carrying capacity of your property and proactively dealing with difficult seasonal conditions and/or market challenges
2. "Monitor to manage" requires being able to measure and calculate available feed, and knowledge and understanding of animal feed requirements
3. Plenty of feed budget tools available for use

Best practice indicators

- Pasture utilisation benchmarking target of 1 t DM/100mm/ML (rainfall or irrigation)

Notes

Things I can do at home:

Horizontal lines for notes

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au
www.paraboss.com.au

Workshops and Learning Programs:

Lifetime Ewe Management: www.rist.edu.au/lifetime-ewe-management
Lifting Lamb Survival: www.macquariefranklin.com.au/current-projects/
Producer Demonstration Sites: www.mla.com.au/pds
Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
Picking Performer Ewes: www.wool.com/ppe
Winning With Weaners: www.wool.com/www
RAMping Up Repro: www.wool.com/rur
AWI woolgrower networks: 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 www.wool.com/painrelief
Biosecurity Plans www.mla.com.au/what-do-producers-need-to-do-to-meet-the-new-lpa-requirements/meet-biosecurity-requirements/
Flystrike Assist App: www.agric.wa.gov.au/livestock-parasites/flystrike-management-tools
MERINOSELECT and LAMBPLAN: www.sheepgenetics.org.au
Managing Breech Flystrike: www.wool.com/flystrike
Planning for a Non-Mulesed Merino Enterprise: www.wool.com/flystrike

Speaker contact:
Paul Nilon: pandonilon@bigpond.com • 0419 395 867

Session 5: Making Money From Breeding & Selection

Take home messages

1. A clear, written breeding objective is the critical first step to breeding the right sheep for you
2. The right sheep is fit for purpose – it has to be fit for your farm and fit for market
3. To achieve a fit for purpose sheep, breed a balanced, high-performing sheep – single-trait selection for only one outcome won't deliver this
4. Use a combination of the best the available tools and information, including visual and objective data

Best practice indicators

- Know your business' profit drivers, target markets and cost of production, and benchmark areas for improvement
- Calculate the ratio of your income from wool:meat to understand the contribution each makes and allow you to place emphasis on areas that matter
- Ensure that everyone in your business, or having input to your decision making, is committed to the same breeding objective so you move forward with your vision

Notes

Session 6: Managing the Autumn Break

Take home messages

1. Know when your spring break occurs to determine the probable length of feeding
2. It pays to feed stock through winter
3. Your cheapest source of feed to supplement additional DSE is N
4. Additional DSEs are possible due to current prices
5. Do partial budgets on any investment

Best practice indicators

- Know when you are likely to start receiving spring pasture growth
- Calculate cost benefits of feeding for different levels of production
- Test the sensitivity of your assumptions e.g. replacement values
- Determine the benefit of using nitrogen on your pasture base - you must be able to consume what you grow!
- If you are below optimal stocking rate, the market provides great opportunity to increase production
- If you are at optimal stocking rate, determine if supplementary feeding can aid a further increase in production
- Make sure your pasture budgets are up to date

Notes

Things I can do at home:

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/pds

AWI woolgrower networks: www.wool.com/networks

Profitable Grazing Systems:

www.mla.com.au/profitablegrazingsystems

Planning for Profit: www.wool.com/droughtresources

Regional and national benchmarking information, services and groups

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: tools.mla.com.au/cop/

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

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

MLA sheep productivity & profitability webinars

Holmes Sackett Feed vs Sell Calculator:

www.holmessackett.com.au/publications-and-tools

Speaker contact:

Hilary Beech: hilary@holmessackett.com.au • 0439 448 159

Notes



www.wool.com
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