

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



ARMIDALE, 2019

Armidale City Bowling Club – Tuesday, 2 April

It's ewe time! Forum

PROGRAM

TIME	TOPIC	SPEAKER
8:30	Registration	
9:00	Introduction and Sheepmeat & Wool Outlook	Joe Gebbels Meat & Livestock Australia
9:20	Maximising Ewe Performance	Megan Rogers SheepSMART Solutions Forbes NSW
9:55	Mob Size and Marking Rates	Jason Trompf JT Agri-Solutions Wangaratta Vic
10:30	Winning with Weaners	Geoff Duddy Sheep Solutions Oman Ama QLD
11:05	MORNING TEA	
11:30	Wool Market Trends & Buying Patterns	Scott Carmody Wool Trade Consultant Sydney NSW
12:05	Making Money From Measuring	Ben Swain BCS Agribusiness Gunnedah NSW
12:40	Dry Times Decision Making	Sandy McEachern Holmes Sackett Wagga Wagga NSW
1:15	Closing Comments	Joe Gebbels
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 1963 c/kg on 22 March 2019.
- Australia produced over 360 million kg of wool in 2017/18 and has produced 218 million kg to February 2019.
- NSW is Australia's foremost wool production state, accounting for over a third of the total clip (over 130 million kg in 2017/18).
- If NSW was a country, it would be the second largest producer in the world, behind China.
- Comparing the 2016/17 and 2017/18 seasons, the NSW wool clip was marginally finer whilst slightly more wool was produced.
- In the 2017/18 season, 65% (over 85 million kg) of NSW wool was 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 remains very positive. All Merino wool has been under buying pressure throughout the season but has now possibly entered a period of 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

- The poor conditions that marred 2018 will have a significant impact on sheepmeat supply in 2019.
- Australian lamb slaughter is forecast to be 21.2 million head in 2019 – down 7% year-on-year with sheep slaughter to reach 8 million head.
- Both sheep and lamb carcase weights were impacted by the tough conditions and high cost of feed in 2018. This is expected to continue in 2019 with feedstocks depleted and feed demand to remain high until conditions improve.
- The national flock is estimated to have declined 6.1%, by mid-2018 and is forecast to experience a further decline of 3.7% to mid-2019 underpinned by the dry conditions, which have led to substantial drops in marking rates and the extensive culling of ewes and ewe lambs.
- Longer term, high prices across both sheepmeat and wool provide a strong incentive for producers to rebuild their heavily depleted breeding flocks once conditions allow.
- Fortunately, robust international demand and a low Australian dollar will continue to support Australian exports and, in turn, domestic saleyard prices. Records were broken in 2018 as markets around the world competed strongly for Australia's high quality sheepmeat.
- The expectation for supply, and consequently exports, to decline in both Australia and New Zealand will likely see global competition for sheepmeat intensify in 2019.
- The conditions that drove strong prices for well-finished stock last year look likely to remain in place in 2019, particularly whilst conditions remain dry.
- MLA's Sheep Industry Projections are updated every January, April and 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>

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

Picking Performer Ewes: www.wool.com/pppe

Profitable Grazing Systems:

www.mla.com.au/profitablegrazingsystems

Winning With Weaners: www.wool.com/www

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

Drought Feed Calculator app: available for Apple and Android

Drought Feeding and Management of Sheep: www.wool.com/drought

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

Feeding and Managing Sheep in Dry Times: www.wool.com/droughtresources

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

Speaker contact:

Megan Rogers: megan@sheepsmart.com.au • 0427 459 891

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

Notes

Things I can do at home:

Series of horizontal lines for notes.

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au

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: call Nathan Scott, Program Manager on 0409 493 346

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

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/foof

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: Winning With Weaners

Take home messages

1. Monitor weaner health and growth rates to maximise survival
2. Know stock feed requirements throughout the year. Use fodder budgeting to match supply and demand.
3. Use sown feed options and supplementation to fill feed gaps post weaning
4. Consider use of containment areas when paddock feed is limited
5. Always do the sums on any feeding decisions

Best practice indicators

- Prepare lambs for weaning by imprint feeding
- Use best weaning practice according to seasonal conditions
- Weigh stock regularly and have target growth rates
- Conduct feed budgets to plan feed requirements. Match feed supply to animal demand
- Alternative feeding strategies such as containment feeding are implemented when necessary
- Select sires with superior ASBVs for early growth, eye muscle depth and fat cover

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
Lifetime Ewe Management: <http://rist.edu.au/lifetime-ewe-management>
Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites
Picking Performer Ewes: www.wool.com/ppe
Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
Winning With Weaners: www.wool.com/www

Publications and Tools:

Making More From Sheep manual - Module 3 – Market Focused Lamb and Sheepmeat Production
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 10 – Wean More Lambs
Planning for Profit – Chapter 8: Weaner Management
www.wool.com/droughtresources
Sheep CRC Feedlot Calculator: www.sheepcrc.org.au/resources/psm-software-feedlot-calculator.php
Feed Demand Calculator: www.mla.com.au/tools
Weed Removers Pasture Improvers: www.mla.com.au/implementation
Stocking Rate Calculator: www.mla.com.au/tools
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 Budget and Rotation Planner: www.mla.com.au/tools
Feed on Offer Library: www.feedonofferlibrary.com
Phosphorous Tool: www.mla.com.au/tools
Pasture Trial Network: www.mla.com.au/extension-training-and-tools/tools-calculators/pasture-trial-network/
Pasture Improvement Calculator: www.mla.com.au/tools
Lamb Growth Predictor: www.sheepcrc.org.au/resources/psm-software--lamb-growth-predictor.php?rt=1417564019
Feed cost calculator: www.dpi.nsw.gov.au/animals-and-livestock/nutrition-costs-and-nutritive-value/feed-cost-calculator
EVERGRAZE: www.evergraze.com.au
ASKBILL: www.askbill.com.au
LAMBPLAN and MERINOSELECT: www.sheepgenetics.org.au
Best Practice for Intensive sheep finishing: www.mla.com.au/intensive-sheep-and-lamb-finishing-systems

Speaker contact:

Geoff Duddy: geoff@sheepsolutions.com.au • 0427 007 490

Session 4: Wool Market Trends and Buying Patterns

Take home messages

1. The number of growers declaring their wool needs to increase
2. Ensure you complete and submit the National Wool Declaration (NWD) with your clip
3. Pain relief is the minimum requirement
4. Auction prices are neither at a premium or discount – the price you receive is what the complete package is worth on the day
5. Know your product and its likely end use

Best practice indicators

- 100% NWD compliant wool clip
- Arm yourself with knowledge of price and clip status
- Benchmarking works – set rolling targets for production and quality improvements
- Consider all wool sale methods
- Be aware of derivatives and forwards – talk to your broker to explore your marketing options
- Attend your wool sales and speak to the people buying your wool

Notes

Things I can do at home:

WHERE TO LEARN MORE:

Websites:

- www.makingmorefromsheep.com.au
- www.awex.com.au
- www.riemann.com.au/wool/wool
- www.samarkets.com.au

Workshops and Learning Programs:

- www.wool.com/marketintelligence
- www.woolq.com
- AWI woolgrower networks: www.wool.com/networks

Publications and Tools:

- Making More From Sheep manual – Module 2
- Market Focussed Wool Production: www.makingmorefromsheep.com.au/market-focussed-wool-production/index.htm
- AWI market intelligence: www.wool.com/marketintelligence
- Beyond the Bale: <http://beyondthebale.wool.com/>
- AWEX National Wool Declaration: for more information and to download the form www.awex.com.au/publication/national-wool-declaration-nwd/
- Your wool broker and representatives

Speaker contact:
Scott Carmody: scott.carmody@wool.com • 0417 983 050

Session 5: Making Money from Measuring

Take home messages

1. Know your key profit drivers, benchmark your enterprise
2. Have clear enterprise production goals to guide management strategies
3. Make culling decisions based on measured as well as visual animal performance
4. Individual animal management can increase flock productivity and need not be complex
5. Use a combination of visual and measured traits when selecting sires

Best practice indicators

- SMART goals have been defined and drive the management strategy for enterprise improvement
- Cost of production is known and the business is benchmarked to identify areas for improvement
- A plan has been developed to clearly define how individual animal management and associated technology will be cost effectively implemented in the business

Notes

Things I can do at home:

WHERE TO LEARN MORE:

Websites:

www.makingmorefromsheep.com.au
www.sheepcrc.org.au

Workshops and Learning Programs:

eID workshops: www.sheepcrc.org.au/industry/service-providers/eid-workshops.php

Picking Performing Ewes: www.wool.com/ppe

AWI woolgrower networks: www.wool.com/networks

Winning With Weaners: www.wool.com/www

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

Publications and Tools:

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

Making More From Sheep manual – Module 9 – Gain From Genetics

Lamb Cost of Production calculator: <http://tools.mla.com.au/cop/>

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

Sheep – the simple guide to making more money with less work:
<http://www.makingmorefromsheep.com.au/announcements/sheep-the-simple-guide-to-making-more-money-with-less-work>

Producer Demonstration Site report: Profiting from individual animal economic measures <https://www.mla.com.au/download/finalreports?itemId=3340>

MERINOSELECT and LAMBPLAN: www.sheepgenetics.org.au

Merino Sire Evaluation: www.merinosuperiorsires.com.au

RAMSELECT: www.ramselect.com.au

ASBVs – A guide for ram buyers: www.mla.com.au/publications

Speaker contact:

Ben Swain: ben.swain@bcsagribusiness.com.au • 0427 100 542

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/producerdemonstrationsites

AWI woolgrower networks: www.wool.com/networks

Profitable Grazing Systems:

www.mla.com.au/profitablegrazingsystems

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/

Planning for Profit: www.wool.com/droughtresources

Managing Fodder Prices for Drought: www.wool.com/droughtresources

What Sheep Do I Keep: www.wool.com/droughtresources

Speaker contact:

Sandy McEachern: sandy@holmessackett.com.au • 0427 326 367

Notes



www.wool.com
1800 070 099



www.mla.com.au
1800 023 100