





# NORTHERN VICTORIA AND SOUTHERN NSW, 2019

Birchip Community Leisure Centre – Tuesday 26 February

Deniliquin RSL Club – Wednesday 27 February

Benalla Town Hall – Thursday 28 February

## It's ewe time! Forums PROGRAM

TIME	TOPIC	SPEAKER
8:30	Registration	
9:00	Introduction and Sheepmeat & Wool Outlook	Alana McEwan Meat & Livestock Australia Brisbane QLD
9:20	Maximising Ewe Performance	<b>Hamish Dickson</b> AgriPartner Consulting Clare, SA
9:55	Winning with Weaners	<b>Rob Inglis</b> Elders Wagga Wagga NSW
10:30	Making Money from Measuring	<b>Ben Swain</b> BCS Agribusiness Gunnedah, NSW
11:05	MORNINGTEA	
11:30	Sheep Health is Your Wealth	<b>Helen McGregor</b> Redefining Agriculture Melbourne Vic
12:05	Dry Times Decision Making	<b>Hilary Beech</b> Holmes Sackett Wagga Wagga NSW
12:40	Closing Comments	Alana McEwan
12:50	LUNCH	
1:50	FINISH	

#### THESE IT'S EWETIME! FORUMS ARE BROUGHTTO 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 1968 c/kg on 15 February 2019.
- Australia produced over 360 million kg of wool in 2017/18 and has produced 188 million kg to January 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.
- Victoria is Australia's second-largest wool-producing state, producing 84 million kg in 2017/18. If Victoria was a country, it would be the fourth largest producer in the world, behind China, NSW and New Zealand.
- Comparing the 2016/17 and 2017/18 seasons, the Victorian wool clip was marginally broader production increased by more than 15%.
- In the 2017/18 season, 52% (over 43 million kg) of Victorian 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 **wool.com/marketintelligence**, and you can also sign up to have the reports emailed and messaged directly to you.

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#### **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 <a href="marketinfo@mla.com.au">marketinfo@mla.com.au</a>. If you are looking for more detailed prices and trends at your local saleyard, visit <a href="www.mla.com.au/prices-markets/market-reports-prices/">www.mla.com.au/prices-markets/market-reports-prices/</a>

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## Session 1: Maximising Ewe Performance

#### Take home messages

- Have clear production goals for management and feeding of ewes
- 2. Manage ewes according to condition score
- 3. Pregnancy scan to identify priority stock for sale during dry conditions
- 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. Ewes that fail to rear in their first two attempts are likely to repeat this behaviour in subsequent lambings

- 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 if twice dry (some choose to cull if scan dry at all)
- Lamb twin bearing ewes in smaller flocks and in more sheltered paddocks
- Wet and dry ewes at lamb marking and identify failed to rear ewes and manage accordingly
- Wean lambs at 14 weeks (with a 5 week joining) after imprint feeding (wean earlier under dry conditions)
- Weaning weight should be 45% of Standard Reference Weight
- Condition score ewes at weaning.
   Differentially feed if required
- Understand the nutritional requirements of different classes of stock

Notes	

hings 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 Performing 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 10
	Wean More Lambs: <a href="www.makingmorefromsheep.com.au/weanmore-lambs/index.htm">www.makingmorefromsheep.com.au/weanmore-lambs/index.htm</a>
	More Lambs More Profit: www.mla.com.au/publications
	Lambing Planner: Making More From Sheep Module 10 – Tool 10.2 Lambing Planner App: <a href="www.agric.wa.gov.au/">www.agric.wa.gov.au/</a> 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: <a href="https://www.mla.com.au/publications">www.mla.com.au/publications</a>
	Feeding and Managing Sheep in DryTimes: www.wool.com/droughtresources
	Feed on Offer Library: www.feedonofferlibrary.com

www.wool.com/droughtresources

Managing Sheep in Droughtlots:

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

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

Speaker contact:

Hamish Dickson: hamish@agripartner.com.au • 0427 446 499

## Session 2: 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

- 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

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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 Performing 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: <a href="www.mla.com.au/publications">www.mla.com.au/publications</a>

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: <u>www.sheepcrc.org.au/resources/psm-software-lamb-growth-predictor.php?rt=1417564019</u>

Feed cost calculator: <a href="www.dpi.nsw.gov.au/animals-and-livestock/nutrition/costs-and-nutritive-value/feed-cost-calculator">www.dpi.nsw.gov.au/animals-and-livestock/nutrition/costs-and-nutritive-value/feed-cost-calculator</a>

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:** 

Rob Inglis: robert.inglis@elders.com.au • 0439 739 055

## Session 3: 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

- 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/finalre-
	ports?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: <b>www.mla.com.au/publications</b>

#### **Speaker contact:**

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

## Session 4: Sheep Health is Your Wealth

#### Take home messages

- 1. Have an animal health strategy appropriate for your business. Manage health and welfare proactively not reactively and plan for success.
- 2. Strive for an exceptional standard of animal health and welfare review your plans seasonally and well ahead of time.
- 3. Common diseases occur commonlybe familiar with signs of common and exotic diseases and what action to take.
- 4. Monitor changes in animal health and productivity and manage based on these findings.
- 5. Know your drug and chemical resistance status measure to monitor to manage.
- 6. Understand animal health costs and the contribution to your cost of production.
- 7. Have a written biosecurity plan. Use it without exceptions and review it regularly.

- Monitor productivity and health in adult sheep by strategic condition scoring. Feed budget based on this information and seasonal predictions
- Use ASBVs to select for a high level of disease resistance
- Routinely monitor for common and costly conditions such as worms, lice and brucellosis and treat when necessary
- Test drugs and chemicals to check their efficacy including drench testing every 3-5 years.
- Maintain control of transmissible diseases such as lice implement your biosecurity plan
- Know the health risk of introduced stock including drench resistance status, vaccination status, lice, brucellosis and footrot status.
- · Know when to seek advice!

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Things I can do at home:	WHERE TO LEARN MORE:
	Websites: www.makingmorefromsheep.com.au www.paraboss.com.au
	Workshops and Learning Programs: Lifetime Ewe Management: http://rist.edu.au/lifetime-ewe-management
	Profitable Grazing Systems: www.mla.com.au/profitablegrazingsystems
	Producer Demonstration Sites: www.mla.com.au/producerdemonstrationsites
	RAMping Up Repro: www.wool.com/rur
	Winning With Weaners: www.wool.com/www
	Lamb survival workshop – AWI's woolgrower extension networks run regional workshops in lambing season. Check your state's website for upcoming events in your area: 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 <a href="www.wool.com/on-farm-research-and-development/sheep-health-welfare-and-productivity/sheep-health/breech-flystrike/welfare-improved-surgery/">www.wool.com/on-farm-research-and-development/sheep-health/breech-flystrike/welfare-improved-surgery/</a>
	Biosecurity Plans <a flystrike-management-tools"="" href="https://www.mla.com.au/what-do-producers-need-to-do-to-meet-the-new-lpa-requirements/meet-biosecurity-requirements/meet-biosecuri&lt;/td&gt;&lt;/tr&gt;&lt;tr&gt;&lt;td&gt;&lt;/td&gt;&lt;td&gt;Flystrike Assist App: &lt;a href=" https:="" livestock-parasites="" www.agric.wa.gov.au="">www.agric.wa.gov.au/livestock-parasites/flystrike-management-tools</a>
	MERINOSELECT and LAMBPLAN: www.sheepgenetics.org.au
	AWI woolgrower networks: www.wool.com/networks
	Managing Breech Flystrike: www.wool.com/flystrike

Planning for a Non-Mulesed Merino Enterprise: www.wool.com/flystrike

Speaker contact:
Helen McGregor: helen@redefiningagriculture.com.au • 0421 052 302

## Session 5: Dry Times Decision Making

#### Take home messages

- 1. Know your cost of production
- 2. Look out for opportunity costs and plan for ways to limit them
- 3. Monitor and benchmark key physical and financial performance parameters

- Have an updated drought plan
- Know what the lowest cost energy source for drought feeding is
- Monitor condition scores and liveweights
- Know how much supplementary feed will be required in total and what is the cost
- Know how many core DSE's you are likely to take through the drought
- Know your restocking policy including how long will it take and how much will it cost

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/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: <a href="www.makingmorefromsheep.com.au/plan-for-success/calculator/wool-calculator-online.htm">www.makingmorefromsheep.com</a> . <a href="au/plan-for-success/calculator/wool-calculator-online.htm">au/plan-for-success/calculator/wool-calculator-online.htm</a>
	Woolcheque: www.wool.com/market-intelligence/woolcheque/
	Planning for Profit: www.wool.com/droughtresources
	Managing Fodder Prices for Drought: www.wool.com/droughtresource
	What Sheep Do I Keep: www.wool.com/droughtresources
	and Confident Producers  More Lambs More Profit: <a href="www.mla.com.au/publications">www.mla.com.au/publications</a> Lamb Cost of Production calculator: <a href="tools.mla.com.au/cop/">tools.mla.com.au/cop/</a> Wool Cost of Production calculator: <a href="www.makingmorefromsheep.com/au/plan-for-success/calculator/wool-calculator-online.htm">www.makingmorefromsheep.com/au/plan-for-success/calculator/wool-calculator-online.htm</a> Woolcheque: <a href="www.wool.com/market-intelligence/woolcheque/">www.woolcheque/</a> Planning for Profit: <a href="www.wool.com/droughtresources">www.wool.com/droughtresources</a> Managing Fodder Prices for Drought: <a href="www.wool.com/droughtresources">www.wool.com/droughtresources</a>

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