

AN INITIATIVE OF

Making More From Sheep



Australian Wool
Innovation Limited



It's ewe time!

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



NORTHERN NSW, 2018

Taronga Western Plains Zoo, Dubbo, NSW – Tuesday 14 August

Walgett District Sporting Club, Walgett, NSW – Wednesday 15 August

The Old Moey Motel, Dirranbandi, QLD – Thursday 16 August

It's Ewe Time Forums

- NORTHERN NSW PROGRAM

TIME	TOPIC	SPEAKER
8:30	Registration	
9:00	Introduction (Chair) inc. Meat & Wool Outlook	Emily King AWI
9:20	Managing Ewes in Dry Times	Hamish Dickson AgriPartner Consulting, Clare, SA
9:55	Maximising Lamb & Weaner Performance	Geoff Duddy Sheep Solutions, Oman Ama, QLD
10:30	Measuring to Manage	Ben Swain BCS Agribusiness, Gunnedah, NSW
11:05	MORNING TEA	
11:30	Your Sheep Health is Your Wealth	Matt Playford Dawbuts, Camden, NSW
12:05	Effective Integration of Livestock and Cropping (Dubbo only)	Simon Vogt Rural Directions, Clare, SA
12:05	The Way Forward (Walgett & Dirranbandi only)	Mark Gardner Vanguard Business Services, Dubbo, NSW
12:40	Closing Comments	Emily King AWI
12:50	LUNCH	
1:50	FINISH	

THE 2018 IT'S EWE TIME FORUMS ARE BOUGHT 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 the 2017/18 selling season, peaking at 2073 c/kg, and closing at 2056 c/kg at the end of the season. From season open to close, the EMI lifted 531 c/kg (34.8%).
- Australia produced over 360 million kg of wool in 2017/18.
- NSW is Australia's foremost wool production state, accounting for over a third of the total clip.
- 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.
- Queensland produced almost 9.5 million kg of wool in 2017/18.
- Comparing the 2016/17 and 2017/18 seasons, the Queensland wool clip was marginally finer whilst slightly less wool was produced.
- In the 2017/18 season, 75% (over 7 million kg) of Queensland wool was below 20.5 micron.
- 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, including weekly and monthly reports, wool production forecasts and text messages. This information is available to view at wool.com/marketintelligence, and you can sign up to have the reports emailed and messaged directly to you.

Notes

Sheep and lamb market

- Dry weather and drought conditions so far in 2018 have challenged producers' intentions at the start of the year to expand their flocks and take advantage of high sheep and wool prices.
- Australian lamb slaughter is forecast to get close to 23 million head in 2018, up substantially on 2017 levels.
- Lamb carcass weights are expected to continue at just below record 2017 levels, combining to see a production increase of 3-5%.
- The poor conditions have had a more significant impact on sheep slaughter, with year-to-May numbers up 25% year-on-year.
- Lamb prices have been resilient all year, despite the abundant supply, due to strong on-going international demand. Since May they have trended upwards, spiking at the end of June to reach record highs at the start of July at 726¢/kg.
- The increases in supply are forecast to result in a record breaking year for lamb exports with all major market destinations in growth.
- Given New Zealand's capacity for export growth remains constrained, Australia is competitively positioned to supply growing demand in the global market.
- On-going dry seasonal conditions in many key supply regions, along with a poor rainfall outlook, will likely see a certain amount of volatility in the market continue.
- Looking ahead, the market will depend on a break to the poor seasonal conditions and improvements in feed availability coming into spring.

MLA's Sheep Industry Projections Update will be released in September – 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: Managing Ewes in Dry Times

Take home messages

1. Understand the nutritional requirements of different classes of stock
2. Understand the nutritional value of different feeds
3. Manage and feed ewes according to condition score
4. Pregnancy scan to remove dry ewes ('passengers') and manage ewes according to lambing potential
5. Preferentially feed twin-bearing ewes
6. Wean early and sell low priority stock at weaning
7. Identify classes of animals to feed for maintenance and those to feed for production. Current wool, meat and feed prices mean it will likely pay to feed the 'performers' in the flock.

Best practice indicators

- Pregnancy scan ewes for multiples and allocate feed resources accordingly
- Identify ewes that fail to conceive (pregnancy scanning) or rear a lamb (wet/dry at marking). Depending on season, these animals may be culled immediately, or at a maximum of twice dry.
- Imprint feed lambs and wean early under dry conditions to allow better management of ewes and lambs separately.
- Weaning weight should be 45% of Standard Reference Weight
- Condition score ewes at weaning. Differentially feed if required.
- Condition score ewes at least 6 weeks prior to joining. Aim for condition score 3 at joining.
- Feed test supplementary feeds to understand quality

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

Realising Performance Potential:

www.wool.com/globalassets/start/education-and-extension/events/winning-with-weaners-and-rpp-flyer.pdf

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

Winning With Weaners: www.wool.com/globalassets/start/education-and-extension/events/winning-with-weaners-and-rpp-flyer.pdf

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

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

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: <http://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

Things I can do at home:

Horizontal lines for notes.

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
Realising Performance Potential: www.wool.com/rpp
AWI woolgrower networks: www.wool.com/networks

Publications and Tools:

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

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.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 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/

Flystrike Assist App: www.agric.wa.gov.au/livestock-parasites/flystrike-management-tools

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:
Matt Playford: matt@dawbuts.com • 0448 116 464 • www.dawbuts.com

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

Profitable Grazing Systems:

www.mla.com.au/profitablegrazingsystems

AWI woolgrower networks: www.wool.com/education-and-extension/awi-grower-networks/

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

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

Part 1: [www.mla.com.au/finalreport/](http://www.mla.com.au/finalreport/Rotationalgrazingceralcropsinamalleefarmingsystem/part1)

[Rotationalgrazingceralcropsinamalleefarmingsystem/part1](http://www.mla.com.au/finalreport/Rotationalgrazingceralcropsinamalleefarmingsystem/part1)

Part 2: [www.mla.com.au/finalreport/](http://www.mla.com.au/finalreport/Rotationalgrazingceralcropsinamalleefarmingsystem/part2)

[Rotationalgrazingceralcropsinamalleefarmingsystem/part2](http://www.mla.com.au/finalreport/Rotationalgrazingceralcropsinamalleefarmingsystem/part2)

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>

Speaker contact:

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

Session 5B: The Way Forward (Walgett & Dirranbandi)

Take home messages

1. Adapt - know the current external environment and adapt business to it
 - a. Profit potential on well managed properties is currently strong
 - b. Very strong pricing and demand for red meat and wool
 - c. Productive businesses with low cost of production are enjoying excellent margins (season dependant)
 - d. Reproduction rates are important
2. Grow business turnover and the team's skills
 - a. Optimise gross margins
 - b. Develop a low-cost business model
 - c. Grow a capable team. Consider bringing people into your business or exiting
 - d. Manage seasonal risk
 - e. Surviving and skill building
3. Achieve strong long term profit margins and business adaptation
 - a. Rebuilding: Seek productivity enhancements to increase gross margins
 - b. Target infrastructure investments that reduce labour and decrease long term cost of production
 - c. Explore all financing options
 - d. Regularly discuss and write down goals in the family and business

Best practice indicators

- Robust reproduction rates according to flock type; 120% is achievable with nutritional management and selection
- Flock nutrition to support reproduction rates (Lifetime Ewe Management principles)
- Objective allocation of capital; aim for 50% returns
- Flexibility in stock numbers; capacity to match animal numbers to paddock feed
- Regularly discuss and write down family and business goals

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www.mla.com.au/producerdemonstrationsites

AWI woolgrower networks: www.wool.com/networks

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

Woolcheque:

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

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Notes
