



# The Now & The future

*Improving meat and wool production per 100mm of rainfall*

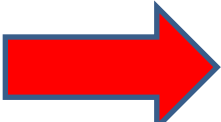
*Brenton Mosey – Weeroona*



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**LANDMARK**

# Enterprise Improvement / Sustainability

- What is the current situation of your business?
- Where would you like to see the business in 5,10 or 20 years?
- How are you going to achieve this performance?
- Actions to achieve targets/goals and overcome weaknesses
- Implement  Measure performance

# About Weeroona



# Weeroona's Pastures

## Winter Grazing

- 40% Hills grazing
- 46% Improved pasture
- 4% Sown permanent pasture
- 5% Sown barley for grazing
- 5% Sown for grain and hay (opportunity grazing)

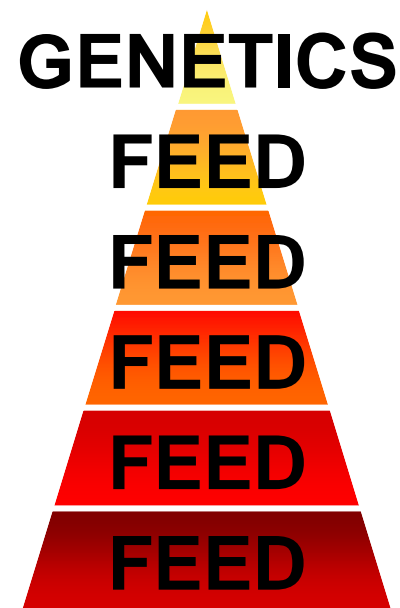
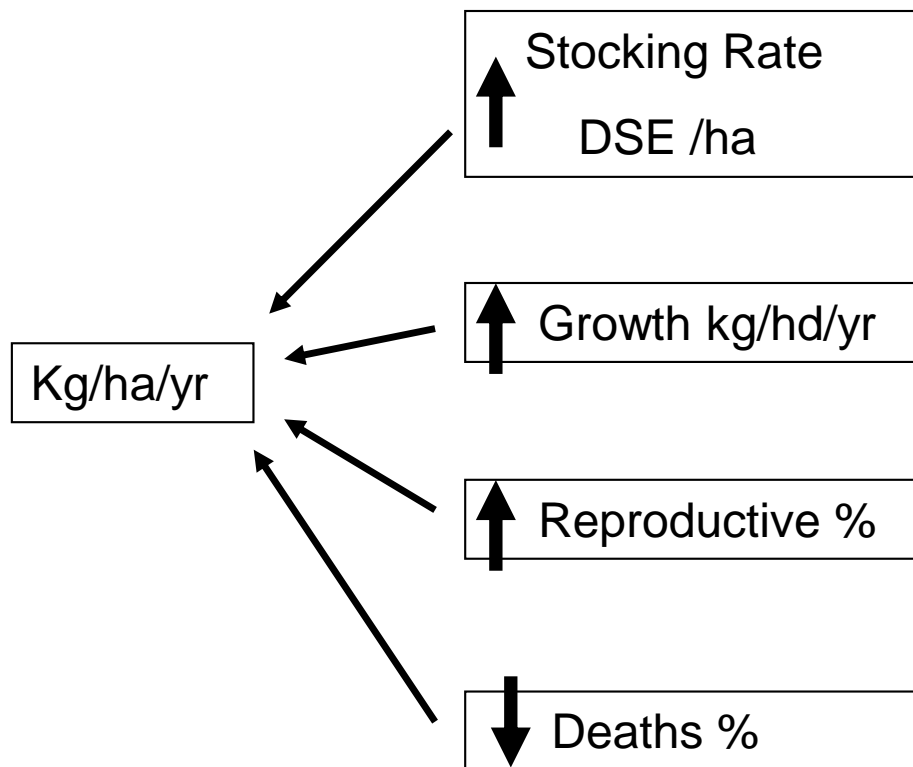
## Cropped

- 20% of total farmed leased for cropping with access to stubbles

# Improving Throughput

= Pasture & Feed

Supply!



# Step 1 -What is the current situation of your business?

## “The Sheep's Back” Benchmarking Group

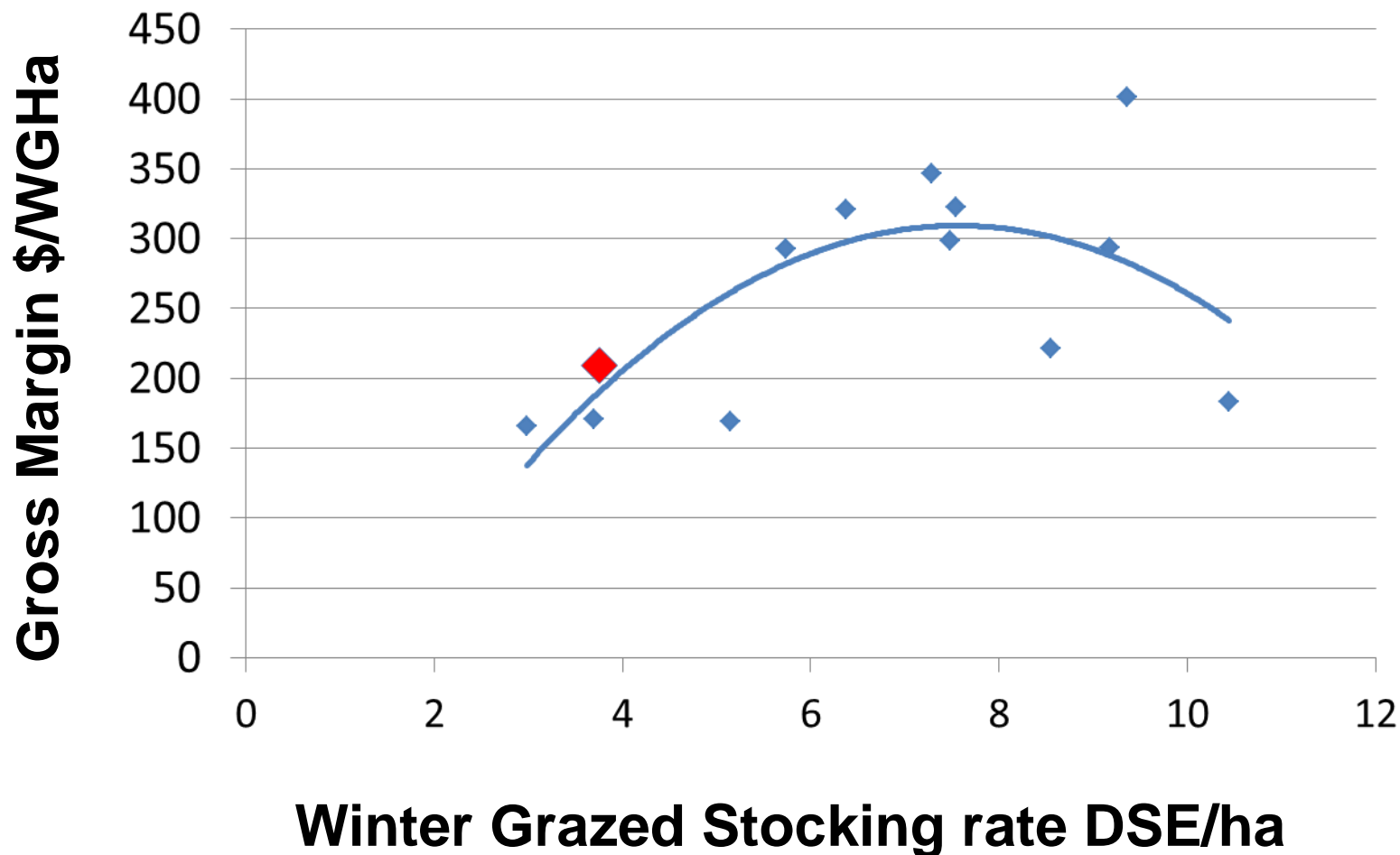
<b>Weeroona Financial Indicator</b>	<b>Year</b>		
	<b>13/14</b>	<b>14/15</b>	<b>15/16</b>
<b>Gross Margin / DSE</b>	<b>\$ 51</b>	<b>\$56</b>	<b>\$49</b>
<b>Gross Margin /WGHa/100mm GSR</b>	<b>\$31</b>	<b>\$47</b>	<b>\$52</b>
<b>Pasture Cost per DSE \$</b>	<b>0.6</b>	<b>0.7</b>	<b>2.8</b>

<b>Weeroona</b>	<b>Year</b>		
<b><i>Performance Indicators</i></b>	<b>13/14</b>	<b>14/15</b>	<b>15/16</b>
<b>S/Rate DSE / WGHa / 100mm GSR</b>	<b>0.6</b>	<b>0.8</b>	<b>1.1</b>
<b>Stocking Rate DSE / WGHa</b>	<b>3.2</b>	<b>3.8</b>	<b>3.6</b>
<b>Lambing Percentage</b>	<b>112%</b>	<b>119%</b>	<b>108%</b>
<b>Losses (%)</b>	<b>1.2%</b>	<b>0.9%</b>	<b>2.4%</b>
<b>Kg Wool / DSE</b>	<b>4.3</b>	<b>4.6</b>	<b>4.5</b>
<b>Kg Wool / 100mm GSR rainfall</b>	<b>2.6</b>	<b>3.9</b>	<b>4.8</b>
<b>Kg P / DSE</b>	<b>0.0</b>	<b>0.0</b>	<b>0.7</b>
<b>Kg P / Ha</b>	<b>0.0</b>	<b>0.0</b>	<b>2.6</b>

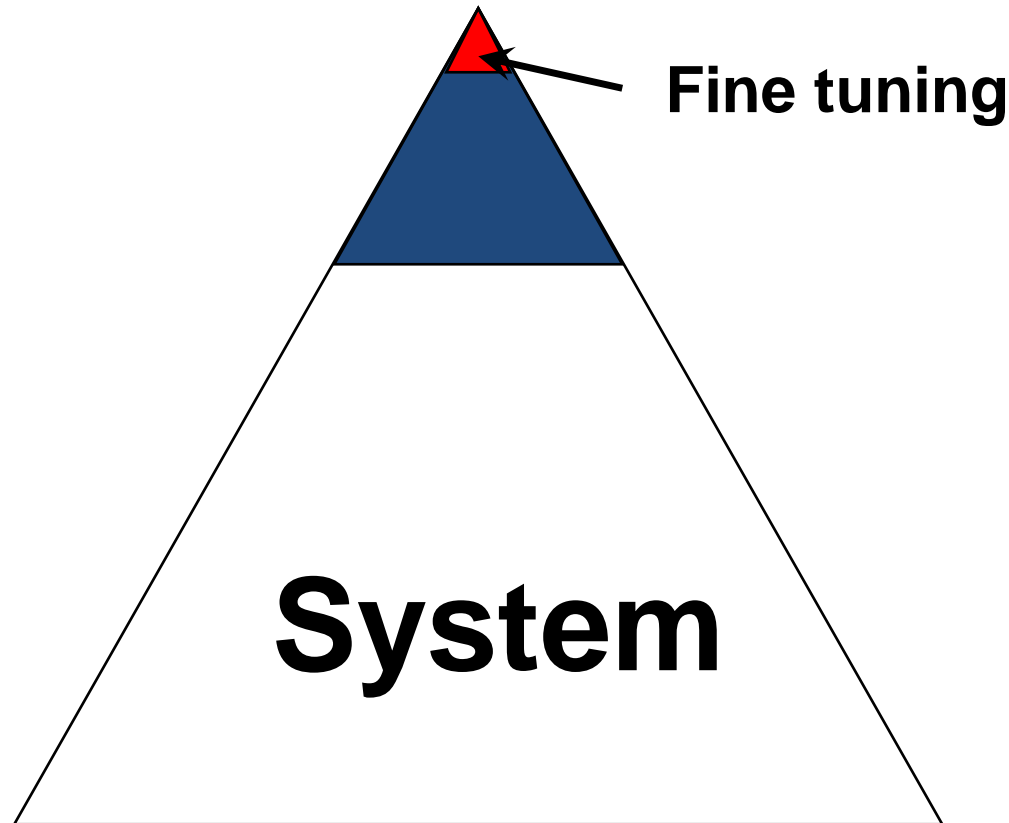
# The “Sheep’s Back” Benchmarking Group

<b>2015</b>		<b><i>Per 100mm Rainfall</i></b>	
	Growing Season Rainfall mm	S.Rate DSE / WGHa	Gross Margin / WGHa
Farm 1	167	5.4	177
Farm 2	172	4.8	144
Farm 3	228	3.6	103
Farm 4	239	2.5	62
Farm 5	265	2.2	74
Farm 6	321	2.0	94
Farm 7	393	1.5	102
Farm 8	184	1.4	91
Farm 9	357	1.2	57
<b>Weeroona</b>	<b>338</b>	<b>1.1</b>	<b>52</b>

# \$/WGHa verse Stocking Rate 2014/15

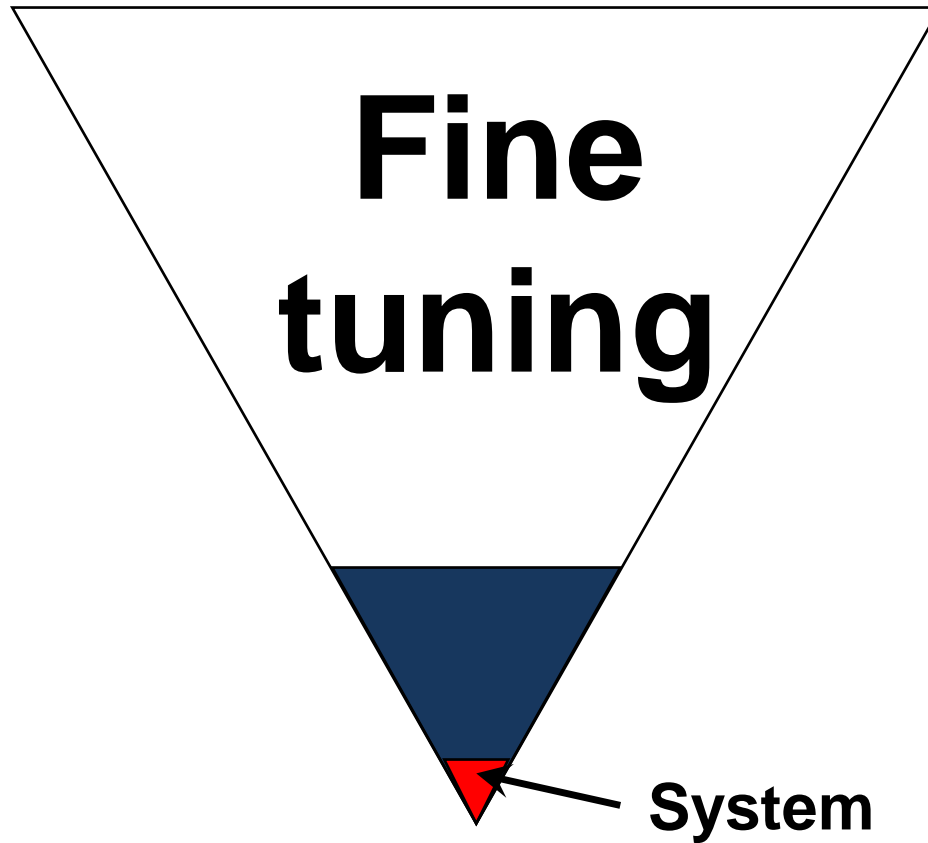


# Get the priorities right



**80% of potential gain made by  
getting the system right**

# Too many people get it wrong



# Successful Livestock Business's

- Get the basics right – efficient production and effective decision making
- Expect the unexpected – have strategies in place that allow flexibility
- Flexible Strategies – have strategic and tactical plans to manage seasonal variation and stick to them

Step 2 -Where would you like to see the business in 5,10 or 20 years?

Step 3 - How are you going to achieve this performance?

- 5 years - Increase livestock production
  - Move from ley farming 50/50 sheep crop to dedicated sheep and crop paddocks
  - Increase wool cut by 0.5kg per head
  - Increase Lambing Percentage to 120%
  - First cross lamb growth to achieve 45kg in 5 months

- 10 years

- Be financially secure
- Improve facilities, yards, shearing shed
- Increase land holding

- 20 years – Succession Planning

Have the business in a stable and sustainable position to hand to next generation

***## Need to increase stock numbers and production per head to achieve plans***

# Methods of Increasing Feed Utilisation

Priority	Cost	Example
<b>1</b> Change that improves conversion of current pastures into wool or meat	Low cost \$10/ha	Time of lambing Weaner management Genetics Sheep sale times Flock structure
<b>2</b> Increase the productivity of existing pastures	Moderate cost \$50 / ha	Increase stocking rate Rotational grazing Fencing & water Increase fertiliser
<b>3</b> Improve pasture productivity by introducing more productive species	High Cost \$250 / ha	Sowing new pasture varieties or renovating existing pastures

# Step 4 - Actions to achieve targets / goals and overcome weaknesses

## Pasture Composition

### - Arable

- 5 years ago. Sowed phalaris, cocksfoot, ryegrass, fescue, clovers
- 2015 – Phalaris, perennial ryegrass, clover
- Sow 1 paddock per year for next 10 years
- Increase perennials

# Actions to achieve targets/goals and overcome weaknesses

## Pasture Composition

### - Hills Grazing

- Subdividing large paddocks
- 360ha into 7 paddocks (200ha more to subdivide in the future if successful)
  - Cost \$50 per ha fencing & \$50 per ha water
- Increase native perennials through grazing management

# Actions to achieve targets/goals and overcome weaknesses

## Soil fertility

- Hills Grazing & Arable
  - Spread single super
  - Liming arable
  - Use urea on ryegrass in winter if short of feed

## Pest and weeds

- Control RLEM
- Control brome, barley grass and geranium
  - Grass SEEDS!

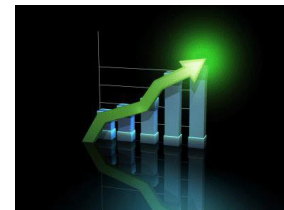
# Actions to achieve targets/goals and overcome weaknesses

## Grazing Management

- Rotational grazing at 3-4 leaf stage
  - Natives and improved pastures
- Maintain ground cover in autumn
- Risk Management
  - Flexible system
    - ( Adjust stock numbers according to season)
  - Supplementary feeding
  - Confinement feeding in small 10ha paddocks during autumn

## Step 5 -

Implement  Measure performance



- 1800 ewes in 2011 to 2600 in 2017
- 3DSE / WGha to 4 DSE / WGha

## Future

- Benchmark 2016/17 Season in April 2017
- Measure pasture production per 100mm of rainfall
- Improve grazing management skills
- Join 3000 ewes in 5 years time (4.7 DSE / Wgha)

# *Improving meat and wool production per 100mm of rainfall*

- Assess your current situation
- Plan your livestock /pasture system
- Plan to improve
- Think feed wedges
- Monitor performance



# *Disclaimer*

- NB: All reasonable care has been taken in the preparation of these recommendations to ensure that they are accurate and appropriate for your particular circumstances. However, there may be environmental factors which could materially affect the livestock outcome, and which were unknown to the animal production specialist or undiscoverable at the time the observations upon which these recommendations are based were made. Similarly, weather conditions and environmental factors which arose after the observations were carried out may not have been taken into account in making these recommendations. These recommendations are based on information provided by you, and observations carried out on a representative sample of livestock, and there is a possibility that these samples may not be representative of the condition of your livestock as a whole. Neither Landmark Operations Limited nor its agents make any warranty or guarantee in relation to outcome of the recommendations being made in this communication.