

John Keiller, Cashmore Park Putting Theory into Practice



Your Goals

- Write them down
- Family, business, third place
- \$
- Harvesting sun light, water, nutrients
- Production of meat, sale animals, skins
- Income
- Cost
- Profit



COP

- Influenced by scale
- Increased outputs with lower inputs
- Larger business spread cost over more units
- Cutting dead wood
- 20 % of sheep unprofitable in any one year
- 88% of ewes rear lambs in any year

SR

- Time of lambing
- Pasture growth curve, spring peak
- Pasture targets
- Twins 1500 kg/dm (FOO) with 8.5 ewes ha
- Singles 1200 FOO with 11 ha



Animal Genetics

- DNA sets potential
- What genes to you need?
- Growth, reproduction, worm tolerance



Animal Production

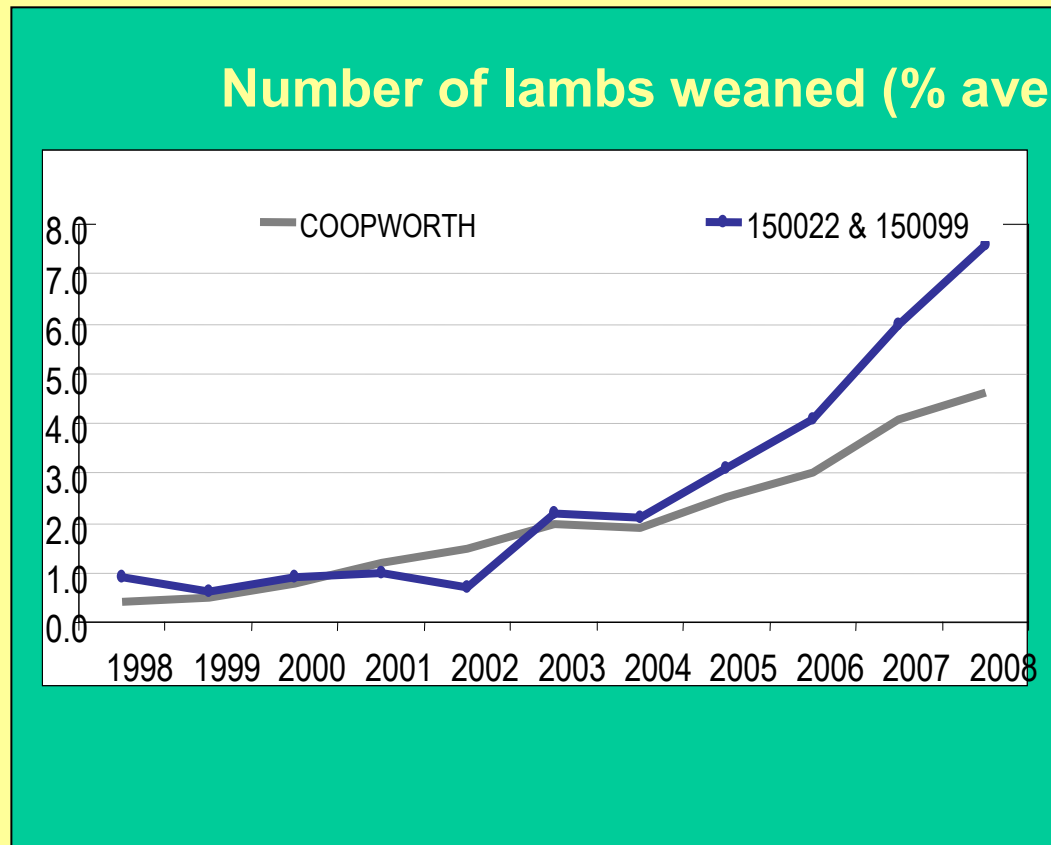
- Do you have targets?
- Evergraze DPI trial results, Hamilton ,Vic
- 630 kg live wt / ha
- 283 kg dead wt ha
- 35 kg/dead wt ha per 100 mm RF
- Gross \$1000 ha
- Condition score of ewes

The Importance of Growth Rate

- 7.7 kg heavier at 200 days in last 10 years
- Lamb later
- Higher SR
- Higher lamb %
- Consume more DM ha
- Carcass still same weight

NLW EBV's deliver Change

7% increase in 10 years



Improving Lambing Rates

- Better flocks preg scan 195% adults
- Efficiency Ratio: 3% lambs per kg of ewe live weight
- Adults @ 10 ha @ 60 kg ewe > 18 scanned fetus per ha
- Separate dry 3 % adults, 5 % maidens
- Singles 22 %
- Twins 65 %
- Triplets 8 %
- Survival 1 = 87%, 2 = 86%, 3 = 67% > 153% From Adults @180 scanned fetus

Mating Ewe Lambs

- Do we need to make ewe lambs extinct, banish the term from the vocabulary
- Target body weights 45 kg joining
- Short oestrus period, 2 hours ?
- Ram %
- No feed shortage during joining
- Wean lambs early
- Target weights for 19 month joining

Self Replacing Maternal Flock

- Ewe Focus
- Long term genetic investment
- 80 % of grass consumed into maternal DNA
- Design sheep that suit our system



Performance Recording

- Tag 2500 new born lambs a year
- Measure everything
- Use Lambplan to document genetic changes
- \$5 per ewe mated per year ahead of industry
- Open system
- Hybrid vigour

Commercial Flock Management

- Set stock lambing
- Post weaning rotational graze ewes
- Run in 2 mobs based on CS
- Shorn and draft on CS out of shed
- Preg scan & rotate on preg status
- Set stock to lamb
- Three CS checks annually

Take Home Messages

- Written personal, business and third place goals
- Plan, produce, measure, monitor, reposition
- Grow scale via production increases
- Cut dead wood
- Focus on the profit driver kg lamb ha that is driven by
- $\text{Kg/ha} = \text{Stocking rate (time of lambing)} \times \text{Reproduction rate} \times \text{turn off weight}$
- Learn to Measure Dry Matter Ha
- Use cost effective DNA, Lambplan Rams
- Ewe pregnancy scanning records & condition score
- The \$ wins in the end

Thought Process

- Understanding business and KPI's
- Scale
- COP, cost of production
- SR, stocking rate
- Genetics
- Markets
- Animal Production